

APRIL 20

1946



ADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

Bus

The

National

PROVISIONER

Presents

PROCEEDINGS OF THE ANNUAL MEETING
OF THE NATIONAL INDEPENDENT MEAT
PACKERS ASSOCIATION FOR 1946



Maybe good enough then,

But...

Out of Date in this Modern World-



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bor costs because of its many exclusive features. It is an all purpose machine adaptable to producing all kinds of sausage.

All the construction features and operating advantages are described in our Cutter Catalog. Write for a free copy.



Model 70-B Buffalo Self-Emptying Silent Cutter... empties 800 lbs. of meat in 5 to 8 minutes. Other models in 200, 350 and 600 lbs. capacity.



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QUALITY SAUSAGE-MAKING MACHINES

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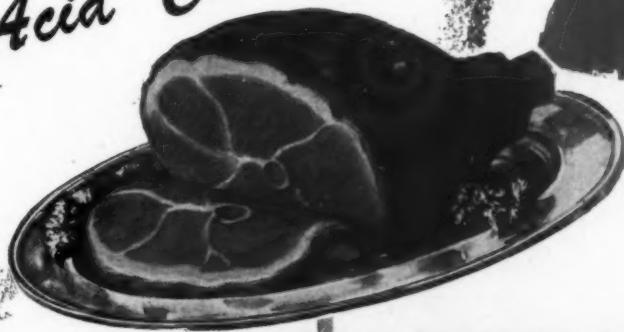
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The Nat

Prague Powder Steps Up Flavor-Development through "Amino Acid" Control!



By controlling enzymic action that breaks down proteins and develops "Amino Acids" . . . and the *meat flavor* therein . . . Prague Powder achieves *flavor control*. Scientifically made to give you effective *curing control*—which slow, unbalanced cures fail to do—Prague Powder *accelerates* the breaking down of proteins . . . *accentuates* the development of natural flavor . . . and *safeguards* that natural meat flavor through quick, scientifically balanced preserving action—while fixing color!

It's Made from a Crystallloid to Assure the Uniformity You Want!

Three vital curing ingredients in Prague Powder are united in solution *under laboratory control*. This patented* process relieves you of the problem of trying to distribute them equally by *dry mixing*. . . assures you of uniformity in Prague Powder.

No wonder Prague Powder develops *appetizing color*, without forcing it—while *accelerating* and *accentuating* flavor development. Complete facts about this *complete* cure will be sent to you, return mail.



*U. S. Patent Numbers
2054623, 2054624, 2054625, 2054626



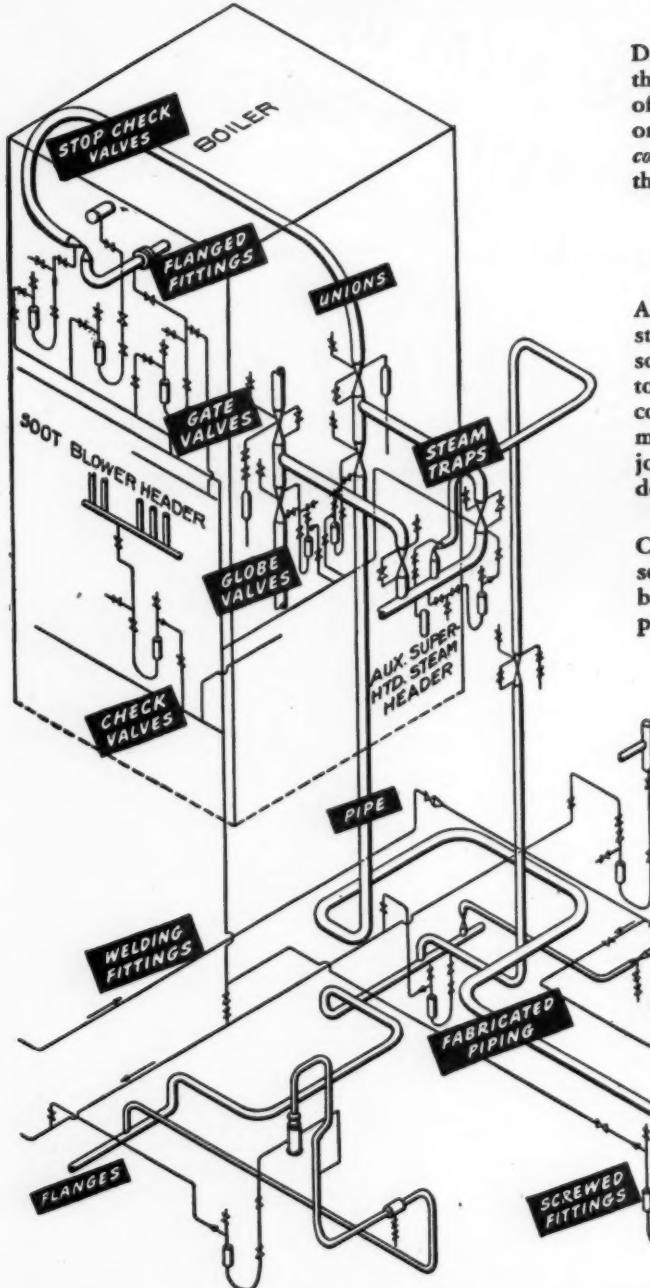
One of the modern Van Slyke Manometric Amino Nitrogen Apparatus used in The Griffith Laboratories to analyze "Amino Acids". (Chicago Plant)

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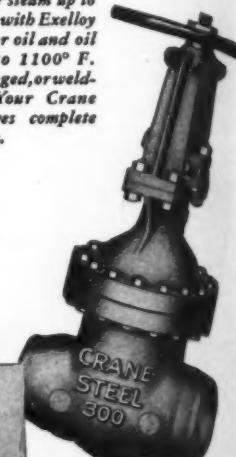
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FOR EVERY PIPING SYSTEM

(Right) AT THE HEAD OF THE CLASS for steam services — Crane 300-pound Alloy Steel Wedge Gate Valves. Supplied with Exelloy to No. 49 Nickel Alloy seating for steam, water, gas or air up to 850° F. maximum; with Stellite to Stellite, for steam up to 1000° F.; and with Exelloy to Exelloy, for oil and oil vapor up to 1100° F. Screwed, flanged, or welding ends. Your Crane Catalog gives complete specifications.



Drip lines should be erected with the same care that's given to main steam lines. They're part of each other; steam efficiency depends equally on both. Thus, for boiler piping especially, the *complete* Crane line is preferred because of these exclusive advantages:

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ONE RESPONSIBILITY
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But it takes more than horsepower to keep shipments rolling on schedule. The "know how" of many thousands of trained Union Pacific employees . . . the

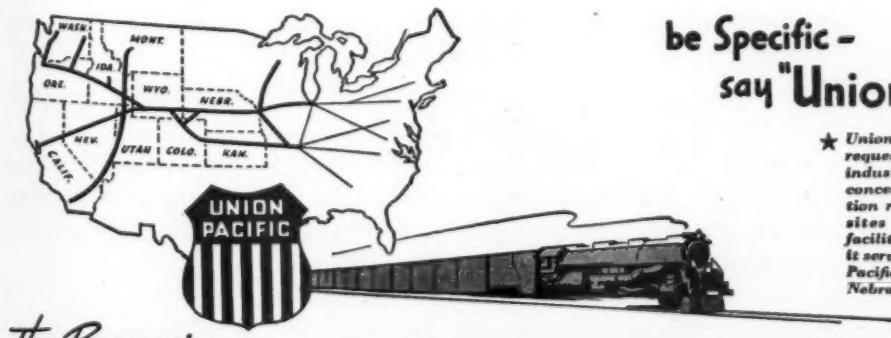
time-saving Strategic Middle Route uniting the East with the West Coast . . . are plus advantages only Union Pacific provides.

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Unlike other potentiometers that must be manually or mechanically balanced, the Brown Electronik Potentiometer comes instantly to balance without cycling—when operator turns the switch to point where temperature is to be checked. The instrument does the rest, leaving his hands free to log the readings.

Brown Electronik Potentiometers assure greater sensitivity and precision in temperature measurement—they have outmoded conventional galvanometer type instruments—hence they are being widely used throughout the food industries.

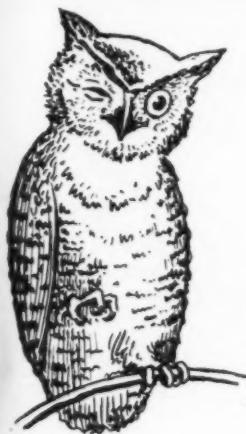
Brown engineers who know the up-to-date methods of food process control are ready to help you in the solution of your measurement and control problems.

Write THE BROWN INSTRUMENT COMPANY, 4445 Wayne Avenue, Philadelphia 44, Pa., a division of Minneapolis-Honeywell Regulator Company. Offices in all principal cities. Toronto, Canada; London, England; Stockholm, Sweden; Amsterdam, Holland.

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Electronik

POTENTIOMETERS



A Word to the Wise is Sufficient!

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**The "Favorite Cure" for those
who insist on being sure**

Proper blending of quality ingredients in AULA-SPECIAL make it unexcelled for imparting uniformly fine color and natural flavor to your Hams, Bacon and other meat specialties. Everything's included . . . you only add the required salt.

Constantly improving your *Know-How* is a *Must* in your business progress. Getting the facts about AULA-SPECIAL is a *Must* in improving the *Know-How* of your curing problems. Write Dept. N. P. now for full particulars!

On This . . . Our Tenth Anniversary

we extend our sincere thanks to the trade for its valued patronage in our decade of growth . . . and pledge ourselves, as always, to adhere to the highest standards of quality and the interests of the industry.

ASSOCIATE MEMBER OF NIMPA



THE AULA COMPANY, INC.

CURING COMPOUNDS • SPICES • SEASONINGS, ETC.

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Rounded Ends!*



SYLVANIA CASINGS for meat give uniform cuts right down to the last cut... insure attractive, even stacks of sliced meats for the display case.

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*Reg. Trade Mark A

Nature's Gift

FASHIONED TO SERVE



The Rospigliosi Coupe of gold and enamel designed and executed by Benvenuto Cellini. Courtesy of the Metropolitan Museum of Art.

HIDDEN BY TIME is the story of man's discovery of gold, earth's most precious element. But living today as tributes to man's native curiosity and his constant striving for perfection are the priceless results of the goldsmith's art.

To Benvenuto Cellini, the famed goldsmith of Florence, gold was more than a precious metal. Brought to perfect purity by the skill of the metallurgist, gold in his hands became once more a raw material . . . the raw material of many masterpieces of Renaissance art. Through his highly developed imagination and superb craftsmanship, Cellini far surpassed other goldsmiths in creating beautiful works of art that today are treasured in museums throughout the world.

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A PERFECT SCORE

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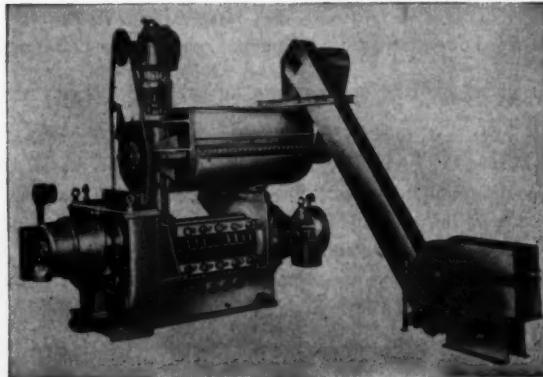


Right from the horse's mouth

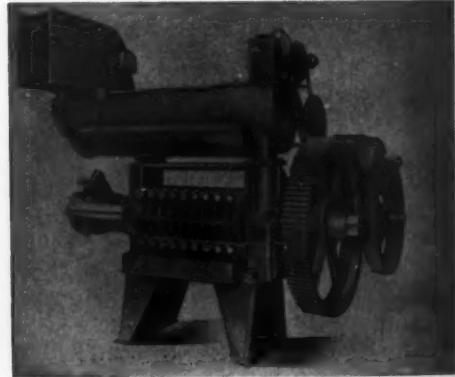
"Right from the horse's mouth" has long been a saying to show the dependability of information. When it comes to dependable information on pressing equipment and problems, we suggest you get information right from the horse's mouth—in this case, The V. D. Anderson Company. With over 47 years experience in Expeller operation and performance records, this company is the best source of information for help

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Only ANDERSON MAKES EXPELLERS

PAINT RIGHT THROUGH WET FILM WITH DAMP-TEX LIQUID PORCELAIN-LIKE ENAMEL

CHECK the following performance facts about this amazing enamel...then write us for complete details of our no-risk trial offer. (1) One coat of Damp-Tex covers. (2) Forces out moisture and dries overnight into porcelain-like waterproof film despite presence of moisture. (3) Sticks to wet or dry wood, metal, concrete, plaster and masonry. (4) Kills Rust, Rot, Dinge, Bacteria and Fungus*. (5) One gallon covers approximately 350 sq. ft. of porous surface, 450 sq. ft. of non-porous surface. (6) Will not check, peel, sag, soften or fade. No flavor-tainting odor. (7) Dries free of brush marks, may also be sprayed. Comes in colors and white.

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On the recommendation of the 4000 plants that use Damp-Tex, send for free descriptive folder K, also details of our offer to ship you a trial order of Damp-Tex absolutely at our risk.



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Constant moisture and repeated washings will not soften or in any way harm Damp-Tex.



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Water soaked bricks painted with Damp-Tex and dried in the sun prove the film will not blister or break.



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DAMP-TEX THE WET SURFACE ENAMEL

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For the Answers



to Stainless forming problems . . .

like



Spring-Back? How much spring-back should we allow for in designing dies to dish 12-in. dia., ES 18-8 (Type 302) reflector bowls 2 in. deep, from 10-gauge sheet?

Best Finish for Drawing? What sheet finish is best for deep-drawing, and how can we obtain the highest drawn finish—without after-polishing—on heavy ES 18-8LC (Type 304) hospital ware?

Bending Cylinders? Can we form 3-ft. dia. cylinders in ES 12 Stainless plate (Type 410) on bending rolls? Can it be done from the flat in one pass?

Scratch Protection? What is the best way to protect polished Stainless sheet from scratching on a bending brake?

Deep Spinning? Can ES 18-8LC sheet (Type 304) be spun deeper with a bar or roll spinning tool? What do you recommend as a lubricant and how should it be applied?

How Many Operations? How many draws and reanneals will be necessary to cup an 8-in. dia. 20-gauge shell 6-in. deep in ES 17 (Type 430) sheet?



Down-to-earth problems like these are answered every day at Eastern. Your questions about handling Stainless . . . whether on deep drawing, spinning, bending, or any other method of fabrication . . . are invited. Send now for your copy of the all-inclusive catalog, "Eastern Stainless Steel Sheets," for many of the answers. And, if you need further or more specific information, get the answer from any of our 18 offices or distributors.

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4 NEW *TENDERAY* PLANTS

"There must be a reason"

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Kingan & Company following a most successful experience with Tenderay in Indianapolis are installing a Tenderay plant in their Omaha operation to help in widening their distribution.

Abrahams Bros., Memphis, Tennessee — widely and favorably known as alert, hard-hitting packers have installed Tenderay as an important part of their modernization program.

Kleemans Packing Company, Clarksville, Tennessee have installed a Tenderay plant to secure the full sales advantages inherent in a finer product.

When four of the most progressive and successful packers on the continent install Tenderay plants or add new units to their present Tenderay operation, "there must be a reason." Learn how you can enjoy increased profits and prestige by making Tenderay a part of your operation. Write Tenderay Department, Westinghouse Electric Corporation, MacArthur Avenue, Bloomfield, N. J.





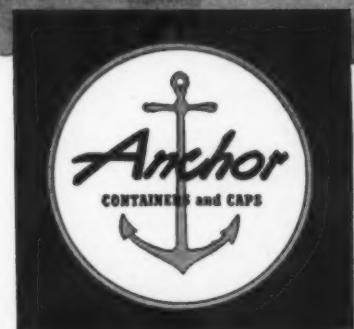
Seeing it in Glass Containers is Believing

THE "show me" spirit of modern housewives helps them to be thrifty shoppers and gracious homemakers. They like to see what they're buying and they like containers that tell them at a glance when the supply is running low. That's why they prefer to have their foods packed in Anchorglass Containers.

The Anchorglass Container displays your product with all its colorful eye and appetite appeal and, since it imparts no foreign tastes or flavors, it delivers your choice foods to the consumer without losing any of the original goodness packaged at your plant.

The Anchorglass Container is easy and safe to open and can be tightly resealed to protect unused portions of food. It's a convenient, sanitary, attractive package that honestly reveals the nature and quantity of its contents.

Investigate the Anchorglass Container. The housewife prefers it and it offers you the solution to many of your packaging and merchandising problems.



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Keep That Fresh Appearance on Sausage

GEBHARDTS refrigeration equipment installed in sausage chill boxes, holding coolers and packing coolers produces the proper temperature, correct relative humidity and a constant circulation of air that will remove bacteria and mold spores and will keep sausage free from that "dried out" look for a longer period of time.



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**NEW WAY
WITH
Kartridg-Pak**



THERE'S A BIG SWING TO

Kartridg-Pak

*REG. U.S. PAT. OFF.



One of the center attractions at the N.I.M.P.A. Chicago Show, and Packaging Exposition at Atlantic City was Marathon's display of the machine shown to the left, demonstrating Kartridg-Pak — *the new, continuous band wrapper for sausage products.*

The three points which impressed packers most were (1) the high efficiency of the banding machine — (2) the positive brand identification which Kartridg-Pak assures every individual frankfurter or sausage — and (3) the increased merchandising, sales and profit opportunities which the idea provides. Butchers prefer the better display and the convenient handling of Kartridg-Pak banded sausage. We will be glad to have a Marathon representative call and give you full details.

MARATHON CORPORATION • Menasha, Wis.



**EASY TO
SEPARATE**



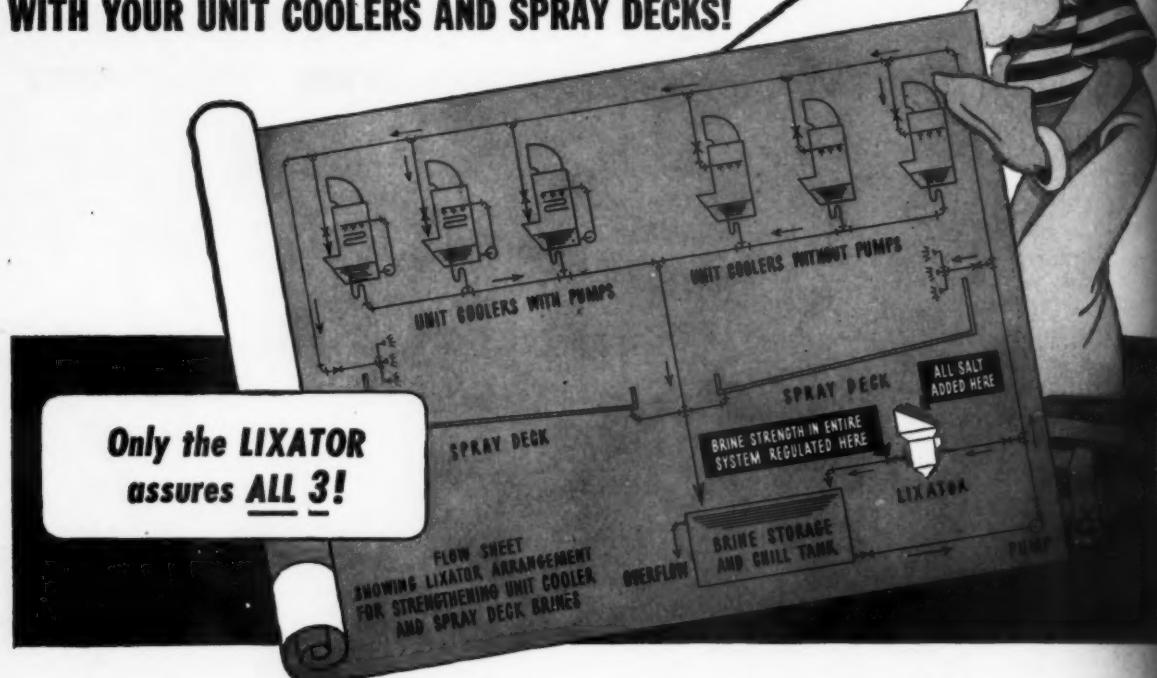
EASIER TO WRAP



PLAN IT RIGHT

**...to Cut Operating Costs... to Save Salt
...to Decrease Meat Shrinkage**

WITH YOUR UNIT COOLERS AND SPRAY DECKS!



The tremendous advantages of automatic brine production with a Lixator, and of distributing "free flowing" Lixate brine by pipe to any point, should be a dominant factor in your plans for plant improvement or expansion.

For only with crystal clear, uniform Lixate brine made from economical Sterling Rock Salt can you get these extras with your unit coolers and spray decks.

1. Operating costs cut. All the salt is added at the Lixator. Brine strength for entire system is controlled at the Lixator. There are no interruptions to plant schedules—no interference with workmen due to making brine or distributing dry salt.

"In the meat packing business, we must take advantage of all modern methods. In 1938, we installed the first Lixator, have since installed two additional ones..."

states H. M. SCHULMAN, Mechanical Superintendent,
Hammond Standish & Co., Detroit.

The full story of how the Lixator reduces costs and improves efficiency is told in a free pamphlet that's yours for the asking. Write today:

INTERNATIONAL SALT COMPANY, INC., Dept. NP-4, Scranton, Pa.

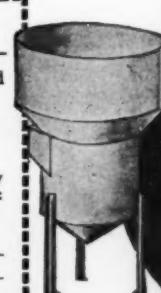
Name _____
Firm _____
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City _____ State _____

The Lixator supplies clean, clear brine which, through continuous filtration, keeps the entire charge clear—eliminating trouble due to suspended material.

Overflow brine from the system is of such quality that it can be re-used for washing and curing hides or for regenerating water softeners.

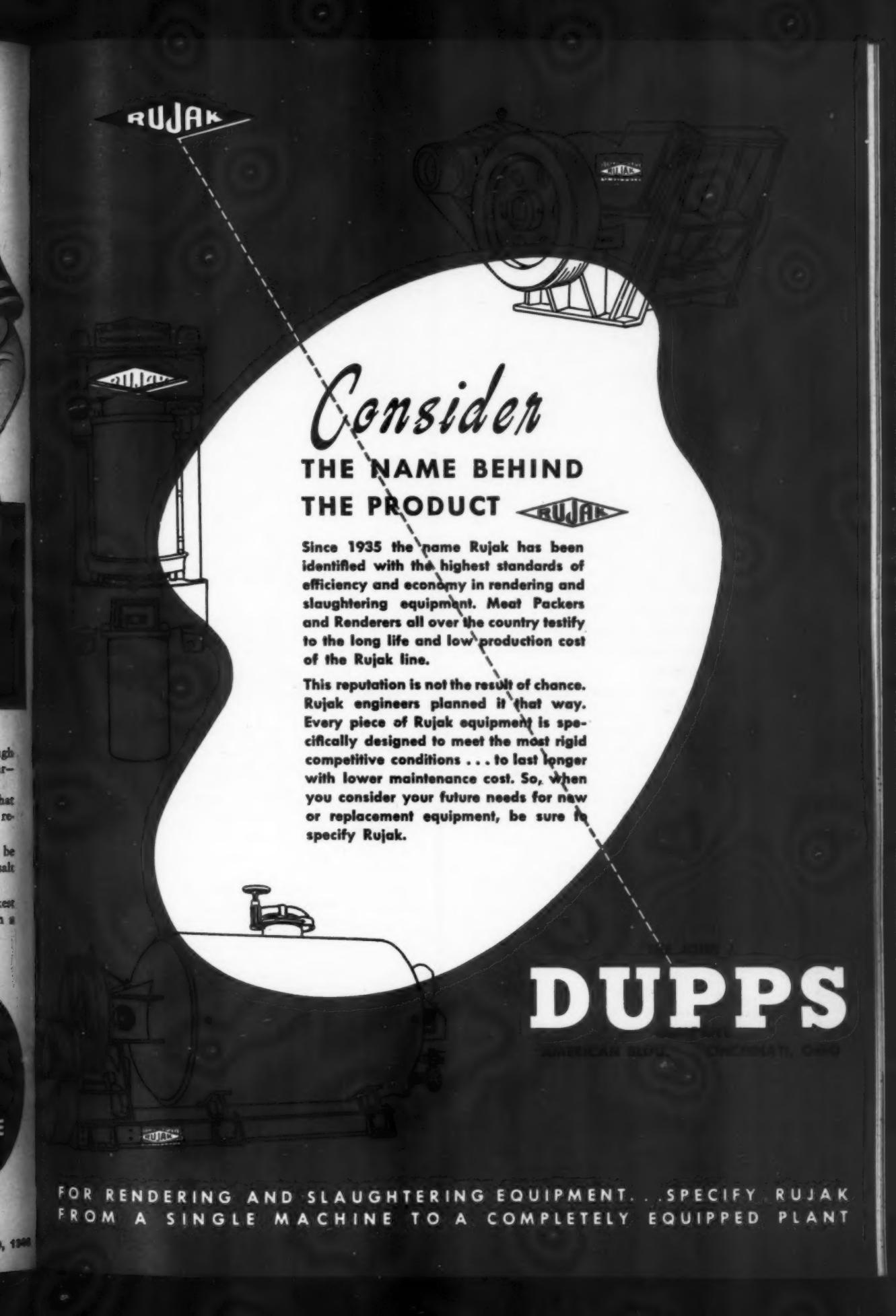
2. Salt savings. With a Lixator brine strength can be held at a satisfactory minimum—thus reducing the salt consumed in the system by 7% to 15%.

3. Decreased meat shrinkage. Use of the weakest possible brine... a condition maintained only with a Lixator... reduces meat shrinkage.



The
LIXATE
Process
FOR MAKING BRINE

INTERNATIONAL SALT COMPANY, INC.
Scranton, Pa.



RUJAK

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THE NAME BEHIND THE PRODUCT

RUJAK

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This reputation is not the result of chance. Rujak engineers planned it that way. Every piece of Rujak equipment is specifically designed to meet the most rigid competitive conditions . . . to last longer with lower maintenance cost. So, when you consider your future needs for new or replacement equipment, be sure to specify Rujak.

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FOR RENDERING AND SLAUGHTERING EQUIPMENT . . . SPECIFY RUJAK
FROM A SINGLE MACHINE TO A COMPLETELY EQUIPPED PLANT

ABC

THE NATIONAL PROVISIONER

Volume 114

APRIL 20, 1946

Number 16

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EDITORIAL STAFF

EDWARD R. SWEM, Editor • R. ASHLEY CRANDALL, Managing Editor • ROBERT V. SKAU, Market Editor

Washington:

C. B. HEINEMANN, JR., 1420 K St. N. W.

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ADVERTISING DEPARTMENT

Chicago: 407 S. Dearborn St. (5), Tel. Wabash 0742.
HARVEY W. WERNECKE, Manager, Advertising Sales

FRANK N. DAVIS

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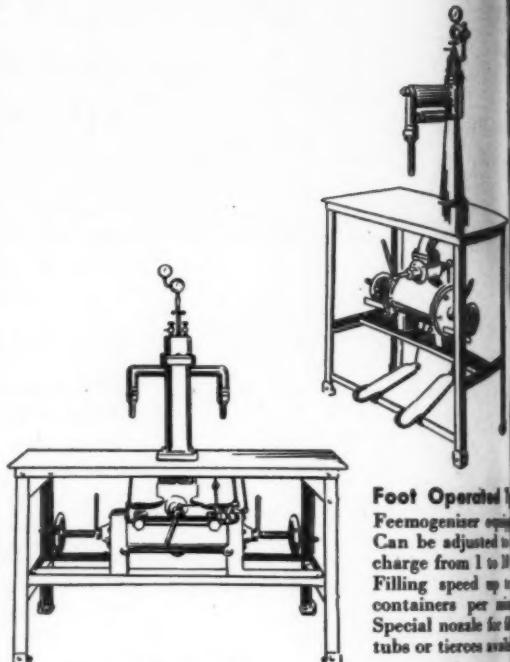
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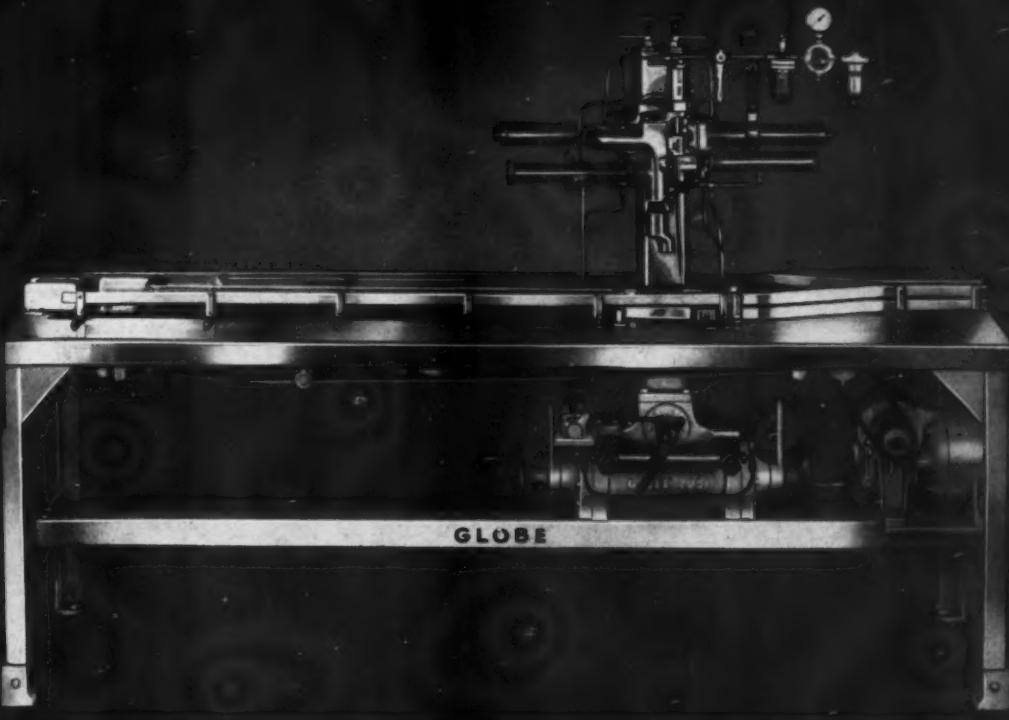


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Feemogenizer equipped
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charge from 1 to 10
Filling speed up to
containers per min.
Special nozzle for
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NIMPA

WANTS CONTROL ENDED

BUT MAKES ALTERNATIVE PLANS

MEAT and livestock price controls must go so that American consumers can obtain wholesome meat in a legal way at reasonable cost and without paying black market tribute.

This was the sentiment voiced again and again by legislators, producer representatives, packers and others at the fifth annual convention of the National Independent Meat Packers Association, held at the Morrison hotel in Chicago on April 11 and 12.

Registration at the NIMPA convention totaled 1,009—far the largest number ever to attend an association meeting—and the conventioneers were kept busy with the regular sessions, viewing the exhibits of packinghouse equipment and supplies (see pages 59, 63, 65, 67, 69, and 73) and carrying on other activities (see pages 81, 83, 85, and 87).

NIMPA chose A. B. Maurer, Maurer-Neuer Corporation, Kansas City, as its president for 1946-47. Earl L. Thompson, Reliable Packing Co., Chicago, was elevated to chairman of the board of directors. George W. Cook, Emmart Packing Co., Louisville, was elected first vice president of the association, while the title of C. B. Heinemann, sr., was changed to executive secretary and his authority and duties in carrying out the administrative policies of the board were defined. (A complete list of new officers and directors will be found on page 88.)

The board increased the number of directors from the former six from each division, or a total of 36, to nine from each division, or a total of 54. Six directors will be carried over each year. Each of the six divisions is now required to hold at least two divisional meetings during each fiscal year, at one of which the divisional vice president and directors will be elected.

The scope of the convention program was considerably broader this year than at previous meetings. In addition to talks on price control and regulatory-legislative subjects, such as those by Wilbur La Roe, jr., general counsel, U. S. Senator Elmer Thomas and J. G. Montague, counsel for the Texas & Southwestern Cattle Raisers Association, Robert O. Hockman of the Kroger Food Foundation gave an interesting report on frozen and fresh meat packaging problems, Eugene Benge urged packers to improve their personnel relationships and R. C. Ashby, University of Illinois, suggested a number of ways in which independent packers and livestock producers can work together.

The board of directors reaffirmed the policy of the association as being unalterably opposed to quota controls. In view of the fact that meat price control may be extended and other regulatory changes made, the board provided an alternative program of objectives having the following features:

1: Limitation of the slaughter of meat animals to those slaughterers who were in bona fide operation on December 7, 1941, and to such slaughterers as now have MID inspection, but with special provision for hardship cases.

2: Elimination of any quotas which may be in effect.

3: Further amendment of the Barkley-Bates amendment to insure reasonable profit margins to the slaughterers of each species as a group at the carcass or primary cut level, regardless of further processing, but with reasonable profit margins also for such processing.

4: Gradual elimination of subsidies with a corresponding roll-up of prices.

NIMPA—Session I

Reports by Thompson, La Roe and Divisional Officers

THE fifth annual convention of the National Independent Meat Packers Association, held at the Morrison hotel, Chicago, began on Thursday morning, March 11, with president Earl L. Thompson as presiding chairman.

President Thompson sounded the keynote for the convention with the demand that meat price controls and subsidies be terminated. Stressing the need for unified effort in achieving this, he urged the formulation of a definite program. He warned that the black market is as dangerous to NIMPA and America as the German prison camps were to our men who fought in the war.

Thompson declared that if this country is to have meat to eat, the industry must work for liberation and the abolition of OPA controls.

Membership of NIMPA, as of the beginning of the convention, totaled 814 firms; of these, 701, were regular members and 113 were associate members. Eighty-nine regular and 25 associate members were added to the association rolls during the year and only five regular and four associate members were lost.

The president urged the divisions to hold more meetings during the year and announced that the following divisional officers had been elected (see page 88 for complete list of officers and directors, including holdover directors).

Following a report by the treasurer, R. A. McCarthy, in which it was revealed that the association's 1945-46 revenue was in excess of expenditures, Wilbur La Roe, jr., general counsel for NIMPA, gave the following report:

OPA Has Disrupted Meat Industry, La Roe Charges

WILBUR LA ROE: Since we last met the World War has come to a close and the nations of the earth have turned their eyes in the direction of peace. The citadels of Nazism and

totalitarianism have fallen under the crushing weight of the democracies of the world and in their place a new citadel is being erected through co-operation by the United Nations. It is inspiring to me, as I know it is to you, to see the leading part which America is taking in the new plans for world order. No man dares to an-

swer the question whether wars have ended for all time, but there are those who have the courage and the vision to hope that a way may be found to end international disputes by peaceful methods. At least we have the machinery for the attainment of that happy goal.

Not very long ago there were those who felt that only a totalitarian nation can make war successfully and that a democracy from its very nature is necessarily weak in a military sense. It remained for the United States to pro-

vide the answer to that fear. In a very short space of time we were able to demonstrate to the world that we could produce the largest Navy, the best-trained Army, and by all odds the finest air force on the face of the earth. I am no believer in war, but I am thrilled by the demonstration of power which our democracy was able to make when the need came so suddenly and so tragically. And I am the more thrilled because we were not defending our own borders, but we were sending our troops abroad and our ships to the far corners of the earth, not to protect the United States against invasion, but to protect all people everywhere against the cruelty of military aggression and dictatorial governments.

It is customary even in these days for many people to make fun of free enterprise and to suspect that it may be inferior to communism, socialism and various other ideologies of the collectivist or totalitarian type. We have given dramatic proof of the strength and power of our free enterprise system. American business rallied to the war effort in a way that commanded the admiration of the whole world. The products of the United States played a terrific part in the winning of the war and they were produced, not under the lash of a dictator, but under the American system of free enterprise.

Free Enterprise Made Us

I hate regimentation. I hope the day will never come when somebody representing the government will knock on my door and tell me to come along and not ask any questions. It may be because I am a lawyer that I am very sensitive to human rights. Our system of free enterprise began in Colonial days with the little store and the little church and the little law office in New England, and the freedom which they typified has followed down to the present day. It is our system of free enterprise that has given us our railroads. It is that system that blazed trails through the wilderness and established new cities along the frontiers. It is that system which has created the highest wage level and the greatest volume of production known to the whole world. It is that system which has produced the strongest democracy on the face of the earth.

As we meet here today and look across a torn and suffering world we find the United States outstanding in its power, in its virility, in its strength, and in its freedom, and I cannot join with those who give praise to other ideologies under which people are suffering and starving and under which man becomes to a large extent a mere cog in a great state machine. I thank God for a system under which every man is king, for a system under which all the processes of government are



THE REGISTRATION DESK WAS A BUSY SPOT

This was only part of the lengthy line which formed beside the registration desk immediately before the convention was called to order.

geared to the safeguarding, the protecting, and the uplifting of the individual.

I look upon NIMPA as something more than an association of meat packers. I look upon it as a body of American business men pledged to fight against regimentation, against bureaucracy, against monopoly.

During the war we had necessarily a very large amount of regimentation by our own government. The Office of Price Administration was a part of that program of regimentation. The job which that agency had was in my opinion the most difficult task ever assigned to a government agency in the history of this nation. On the whole the job was well done. The surprising thing is, not the large number of imperfections in the working of OPA, but the fact that it was able to prevent inflation.

OPA Lacks Understanding

OPA has always been singularly lacking in understanding of the meat industry and its problems. It has not called upon the industry advisory committees for help to anything like the extent which Congress intended. As a matter of fact, I have had complaints from members of one of the advisory committees that they have not even been summoned to a single meeting by OPA for a full year in spite of the terrific problems confronting our industry. OPA has shown a tendency to be arbitrary and to adhere to decisions even when they were palpably erroneous.

The present policy of the government with respect to continuation of price control on meat is directly contrary to the assurances given by Chester Bowles, Prentiss Brown and Leon Henderson. All three of these gentlemen stated very definitely that price control should be continued only as long as supply was less than demand.



THEY STILL CAN SMILE

Even when discussing livestock situation, Harry Reed (left), director, livestock branch, U. S. Department of Agriculture, and A. B. Maurer of Maurer-Neuer Corporation, Kansas City, Mo., and new president of NIMPA, can see some humor in it.

There is every indication that for the year 1946 the meat supply will not only equal the demand but will be far in excess of the pre-war consumption. Nevertheless, we find the price-making officials still clinging to their jobs and desiring to cling indefinitely. It is of the very nature of bureaucracy that it shall be self-perpetuating.

It is not necessary to go all the way with Congressman Clevenger who says that "The trouble with the meat situation is that OPA is trying to regulate it with a crystal ball in one hand and a slide rule in the other." He adds, "You know damn well it cannot be done." Whether or not Congressman Clevenger is right in his major premise, the fact is that OPA has disrupted the whole meat industry in a manner not contemplated by Congress, changing radically the methods of production, blocking the normal channels of distribution, placing a very large part of the industry in new and dishonest hands, giving encouragement to law breakers, putting fear into the hearts of honest slaughterers and actually threatening them with jail because of a difference in judgment as to grading, encouraging the slaughter of meat by retailers, and in general bringing confusion and chaos into one of the nation's largest industries. And when the congressmen asked Mr. Erikson why there should be such a shortage of beef when the beef animals are so numerous, his reply was that his own wife has difficulty in buying beef in the market. The same thing, of course, is true of millions of housewives who have difficulty in getting good meat unless they are able to locate a black market purveyor.

Get Rid of Price Control

I respectfully submit that under OPA regulations the honest farmer suffers, the honest feeder suffers, the honest slaughterer suffers, the honest wholesaler suffers, the honest retailer suffers and the honest housewife suffers. This is not a pretty picture and it is time for Americans with red blood in their veins to stand up and say they will not tolerate this nationwide breakdown of a great industry caused mainly by government regulations which cannot be enforced. *There is no adequate solution of this problem short of complete and immediate termination of price control.*

I must give OPA credit for being more liberal as to our price base than was Mr. Snyder, Director of War Mobilization and Reconversion. When OPA saw that the years 1936-1939 were unfair as a base period because they produced less than 1 per cent profit on sales, the agency raised the figure from 1 per cent to 1½ per cent in order to be fair to the industry. But when the OPA report was submitted to the Office of Economic Stabilization it was reversed and the figure of 1½ per cent was cut back to 1 per cent, even though OPA's own figures showed that this would leave 19 per cent of the industry in a loss position.

I can understand how under any price regulation there would be a marginal



SOUTH, WEST AND MIDWEST

TOP: Hailing from the South (l. to r.) are Roger Wood, partner, Wood-Robbins Co., Savannah, Ga., and G. W. Hobbs, manager, Lykes Bros., Inc., Tampa, Fla. CENTER: From the West are Erwin Sklar, owner, Federal Meat Packing Co., Los Angeles, Calif. and I. H. Hoffman, partner, Hoffman Bros. Packing Co., Los Angeles, Calif. BOTTOM: From the Midwest are George Schlereth, vice president, and H. A. Morgenstern, sales manager, H. H. Meyer Packing Co., Cincinnati, O.

few who could not make the grade because of their inefficiency and who would necessarily be in a loss position, even if the industry as a whole were in a profit position. But I cannot understand on what theory one-fifth of the industry can be left in a loss position under a statute which requires profit margins to be reasonable. The plain truth of the matter is that the govern-



PROMINENT ASSOCIATION OFFICIALS FACE THE CAMERA

Seated (l. to r.) T. J. Yarbrough, vice president, Southern division; W. F. Dixon, vice president, Southwestern division, and F. E. Wernke, vice president, Central Division; (standing) W. G. Mueller, jr., vice president, Midwestern division; Adolph Miller, vice president, Western division, and R. A. McCarthy, who was re-elected treasurer of NIMPA.

ment has never complied with either the letter or the spirit of the Barkley-Bates amendment.

We had to take OPA to court to force it to give us reasonable margins, and it was only because of a court proceeding on beef that we got as a compromise the extra 40c on hogs. I need not say to you that that 40c on hogs is the equivalent of the normal profit from hog slaughter. In other words, by challenging OPA in court we brought about indirectly an increase in the subsidy on hogs so great that it may fairly be characterized as the equivalent of the normal profit from hog slaughtering operations. The sad part of it is that we had to take OPA to court to obtain this result.

Then, later, when OPA began to see the light and voluntarily recommended a profit yardstick that would have been reasonably satisfactory, OPA found itself reversed by Mr. Snyder with the result that the only real step toward full compliance with the Barkley-Bates amendment was reversed. Straight beef operations cannot be conducted at a profit today in spite of the Barkley-Bates guarantee.

However, the problem confronting our industry today is even more serious than price margins. The complete breakdown of price control threatens the very existence of our industry. We have today price fixing without price control and a black market that is worse than at any time in our history. Not only that, but we are paying close to \$750,000,000 a year in subsidies to maintain the fiction of price control.

This is a very serious matter. Great

injury is done to the soul of America when a very important statute is openly flouted and when violations of the law are numbered in the millions without enforcement. Only two weeks ago we appeared before the Senate committee on agriculture and complained bitterly about the widespread and nationwide violations of the regulations. Whereupon H. A. Greenberg, enforcement officer for OPA, took the witness stand



REPRESENTING SOUTHWESTERN PACKERS

Southwestern representatives at the convention included (l. to r.) S. R. Davidson, secretary-treasurer, Banfield Bros. Packing Co., Fort Smith, Ark.; Mrs. S. R. Davidson; Mrs. R. C. Banfield, Tulsa, Okla.; B. Paul Thompson, vice president, Banfield Bros. Packing Co., and Mrs. B. Paul Thompson.

and stated that the lack of emphasis on enforcement is explained by the fact that OPA had not discovered any evidence of "conspiratorial violations." This was an absurd argument for the simple reason that black market operations from their very nature are not conspiratorial. When a burglar decides to rob my house he does not usually do so in conspiracy with some other burglar. When the owner of a restaurant decides to pay more than he should for meat he does not do so in conspiracy with another restaurant proprietor. When a farmer decides to sell animals at OPA prices, and collects a fat bribe on the side, he does not do so in conspiracy with any other farmer—he is glad to keep the information to himself. And when a slaughterer deliberately pays more for animals than the law permits, he not only does not do so in conspiracy with other slaughterers, but he also makes every effort to keep anybody from knowing about it.

Cannot be Conspiratorial

It is of the very nature of black market operations that they are not conspiratorial and it is astounding to me to find the chief enforcement officer for OPA sitting back and waiting for the violations to become conspiratorial before he swings into action.

At some of the Congressional committee hearings an elaborate showing was made based on a nationwide survey to the effect that at the retail level there is an enormous black market with a price inflation of over 30 per cent. This showing gave the unfortunate and misleading impression that retailers are primarily responsible for the black market. It will not be denied that retail margins have been liberal, but the law contemplates liberal margins at every level. Every well-informed person knows

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that the black market has pervaded every level of the meat industry, including the slaughtering level, and we as slaughterers should be careful about pointing the finger of accusation at other levels. The pot should not call the kettle black.

The truth is, of course, that OPA, even if it had an army at its disposal, could not police the sale of cattle at every farm gate or every auction market. When money is paid on the side, and secretly by thousands of persons, and when housewives are cheated throughout the land, it is a physical impossibility to convict even a small fraction of the offenders.

Only One Cure Feasible

It is not necessary to go into further details because it suffices to say that price control on meat has completely broken down with the result that our members have been forced to curtail very greatly their cattle operations while the black market thrives. The only way to cure this situation is to terminate price control and thus knock the black market out of existence.

I have said that regimentation has a way of perpetuating itself. It also has a way of breeding more regimentation. When the regimenter finds himself frustrated, and observes that his regimentation does not work, he immediately thinks in terms of more regimentation. And so today we find the Office of Price Administration, with the cattle situation entirely out of hand, and with the control of beef slaughter predominantly in the hands of dishonest people—we find OPA planning to impose on the industry the most severe quota restrictions ever contemplated, applicable alike to federal and non-federally inspected houses, and limiting slaughter to a past base period, probably the year 1944. A conference between the industry and OPA will be held on that subject next week. I am not saying that restrictions are unnecessary. I am simply saying that regimentation breeds regimentation.

At every hearing on Capitol Hill I was confronted with the \$64 question whether the abandonment of price control would not result in a terrific spiraling of meat prices. I replied that I did not think prices would rise abnormally for a longer period than would be required to knock the black market out of existence. We must all admit that prices would increase by the amount of the subsidies which are withdrawn. However, with a reasonably abundant supply of animals and with several thousand slaughterers in competition with each other it would be impossible to have an abnormal increase in prices.

Supply Above Pre-War Level

Now as to the supply of meat that will be available. I presented figures to the committees of Congress showing that prior to the war the average annual consumption was 130 lbs. per capita. I also presented Department of Agriculture estimates to the effect that for the year 1946 there will be available for civilian consumption 148 lbs. of meat



SIX CONVENTIONEERS FROM MICHIGAN

These six men, from the Peet Packing Co., at Chesaning and Bay City, Mich., are (seated) C. F. Jeffords, general superintendent; Harley D. Peet, president, and T. O. Jones, vice president; (standing) Wallace C. Seelinger, general superintendent, Bay City; R. Dewey Stearns, vice president and treasurer, and Douglas G. Peet, secretary.

per capita, after taking care of the needs of UNRA and the armed forces. This does not indicate anything like a severe shortage of meat.

In this connection there is one important factor which is commonly overlooked. The subsidies amounting to nearly \$750,000,000 per year cause an artificial demand for meat to the extent that they result in a price rollback. The lower the price, the greater the demand. There is no probability, if prices are rolled up to their normal level, that the demand will substantially exceed the liberal supply estimated by the Department of Agriculture. There is no sound reason for expecting scarcity prices, nor is there any sound reason, in view of the extremely keen competition, for expecting monopoly prices. Under these circumstances the only reason for continuing price control is to continue in office certain people who once solemnly promised to give up price control when supplies became abundant, but who, at this time, finding themselves in comfortable offices, wish to continue indefinitely their control over meat prices.

I am glad to report that in our recent appearances before committees of Congress we found a genuine desire to get rid of price control, and especially to get rid of subsidies, as soon as possible. It would be a mistake to minimize the importance of some groups such as the CIO and various consumer organizations, who are threatening Congress that if price control is discontinued, there will be more labor trouble. Needless to say, these groups have more political influence than do meat

slaughterers. Nevertheless we have received a friendly reception at the hands of every committee, and I think it fair to say that all the committees consider price control a necessary evil, to be terminated as soon as possible. Thank God there are many Congressmen, who have the same fear of regimentation that you and I have.

Incidentally, when the White House recently suggested to Congress that something should be done to curtail the activities of lobbyists who represent different producer groups, word went back from Congress to the White House that Congress is equally disturbed about government lobbyists who use various types of pressure on Congressmen. We have not heard anything about curtailing the activities of lobbyists since that time.

Congress Dislikes Subsidies

On Capitol Hill there is, I am happy to report, a thorough and almost angry dislike for subsidies. I received a very friendly reception when I said that we are throwing away nearly \$750,000,000 a year to support a vicious and uncontrollable black market. I was asked how it would be to get rid of subsidies immediately with appropriate roll-up in the prices, and defer until later the elimination of price control.

I find that our members are not in accord on this proposition. Some of our members are eager to get rid of subsidies immediately, even if price control is retained, but some of our best members fear that if subsidies are removed now without the removal of price control, there would be a tendency on the

part of many slaughterers to bid much more for live animals because of the removal of the subsidy penalties, thus narrowing profits to the vanishing point. However, if subsidies are not removed until supply catches up with demand, and when prices show a tendency to fall because of the good supply, then the removal of subsidies may cause lower prices for live animals and hurt the producer. From the producer's point of view the best time to remove subsidies is when purchasing power creates sufficiently strong demand to maintain prices and avoid loss to the producers or to the slaughterers. We shall have no more important task at this convention than to devise a formula for the termination of both price control and subsidies, a formula sufficiently rational and plausible to appeal to our friends on Capitol Hill.

Hurt One, Hurt All

There are many other subjects that I would like to cover. The custom slaughtering problem is worth hours of discussion. We must not permit a situation to develop where the non-slaughtering processors cannot obtain their supplies. This leads me to say that we must have statesmanship enough in our industry to make sure that we play ball with other great groups upon which we depend. The non-slaughtering processors are part of our own family, and we must not let them down. I am thinking also of the livestock producers. We are highly dependent upon them, and we ought to be fighting all the time for incentive prices that will not only enable them to make good profits, but which will also insure adequate production.

It is a matter of gratification to me to have Judge Montague on our program at this convention. He has been of real help to us in Washington. Nothing hurts us more than for the producers to be squeezed. As proof of this I cite the shortage of hogs during the past year.



FOUR TWOSOMES TALK OVER THE MEETINGS

TOP LEFT: H. G. Clark, president, and Louis Dauterman, superintendent, Heywood G. Clark Provision Co., Dennison, O. **TOP RIGHT:** J. T. Hamner, jr., Hamner Provision Co., San Antonio, Tex., and E. K. Melton, jr., manager, E. K. Melton Market Co., San Antonio. **BOTTOM LEFT:** Irvin Agron, president, Kansas City Dressed Beef Co., Kansas City, Kans., and David Sokolik, superintendent, Royal Packing Co., St. Louis, Mo. **BOTTOM RIGHT:** H. W. Jameson, president, David Davies, Inc., Columbus, O., and Emil A. Schmidt, president, Schmidt Provision Co., Toledo, O.

There are occasions when it is necessary to be selfish, but in the long-run we shall suffer unless we have the statesmanship to work out a program under which we regard the producers, the feeders, the stockyards, the non-slaughtering processors and the retailers as partners, in a sense, of the slaughterers. What hurts one of these groups is apt to hurt another group.

When he was thinking about slavery, Abraham Lincoln said that if we familiarize ourselves with the chains of bondage, we prepare our own limbs to wear the same chains, and if we trample on the rights of others we have lost our own independence. By the same token, if we advocate the principle of a price squeeze on some other part of this great industry, we are simply laying the foundation for a squeeze upon ourselves.

Never have I known a more dramatic time in Washington. Never have international problems and domestic problems of greater gravity confronted our government and our people. As we gather here, the whole future of the United Nations is at stake. We can rejoice in the machinery that has been made available to solve international disputes, but we would not be realistic if we did not see that another armament race is in progress while the international delegates sit around the conference table. And meanwhile an inexorable Russian policy moves ominously like a glacier over small nations, almost in defiance of the United Nations. And officials in Washington are worried about it.

On the domestic front we have problems of peace not less renowned than those of war. I need not say to you that the chief problem on the domestic front is that of labor. Statesmanship has not yet found a way to prevent



SOUTHERNERS DEEP IN DIVISIONAL DISCUSSION

Members of Southern division hang on speaker's words at pre-convention meeting held just outside main meeting hall shortly before first general session was called to order.

REPORTS BY DIVISIONAL VICE PRESIDENTS

labor and capital from being in some degree antagonistic. It is my opinion that this problem will not be solved until that attitude of antagonism is replaced by an attitude of cooperation and by the understanding which goes with it. An obligation rests on labor just as heavily as it rests on capital to find ways and means of solving this problem without violence and without injury to the public. America cannot stand, and will not continue to stand, for great injury to the public caused by controversies between capital and labor. If necessary, we must have laws that will protect the public in this matter.

The present status of the Congressional situation is this: The committees on agriculture of both houses are sympathetic to us and they fear, as we do, the effect of regimentation on our agricultural economy, but the committees on agriculture do not control OPA, which falls under the jurisdiction of the committees on banking and currency. The House committee on banking and currency has completed its hearings and has made a report in which it does not recommend the ending of price control on meat, although it registers disapproval of subsidies.

We believe that many Congressmen and Senators are less favorable to OPA than are the banking and currency committees and the outcome may well hinge on amendments offered from the floor which are supported by a majority of both houses, as was our Barkley-Bates amendment. Incidentally Senator Elmer Thomas, who is on our program tomorrow, has proved himself a good friend of NIMPA.

I am proud of the contribution which our industry made to the war effort. I am proud of the contribution which our industry is now making to alleviate the tragic and heartbreaking situation across the sea. America is demonstrating that it has something more than political power and something more than military and economic strength. It is demonstrating also that it has a big heart and that it feels a responsibility for playing a leading role in improving the condition of men and nations. It is highly important that other leaders in the family of nations prove to the world that they too have something more than military power, something more than economic strength. For the United Nations Organization will fail if the nations are able to demonstrate only military power and economic strength.

But let us not forget that our first job is to make sure of our own freedom and guard against unnecessary regimentation. I believe that our great industry by its cooperation in the war effort, and by its contribution to the feeding of starving humanity and its unremitting fight against regimentation, is playing its part in the building of a stronger and better America.

Following the talk by La Roe, several of the 1945-46 divisional vice presidents reported on their activities and gave their views on the current situation:

GEORGE W. COOK, Central division: I believe that Mr. La Roe has summed up the views of NIMPA very well. I would like to call attention to the fact that our division, as well as others, has not held divisional meetings as regularly as it should have. These meetings constitute one of the best means of focusing the attention of the members on our individual and collective problems. The interchange of ideas is vital. The Central division will hold its next meeting in the early fall and I urge all the members of my

group to attend and to bring all the little details and suggestions with you that you can offer to help the general situation of your own company and others in the industry.

S. S. SIGMAN: Midwestern division: I want to express my appreciation for the splendid cooperation I received throughout my term as vice president. The job was made easier by the very good teamwork of the members and I hope that you will be as helpful to my successor, W. G. Mueller.

T. J. YARBROUGH, Southern division: While NIMPA and the members have done some good work in connection with the explanation of our views to

the public, I believe we can do much more, especially on a local basis. It is extremely important that individual members contact their local newspapers from time to time and give them news and views on the meat situation and on the manner in which the independent packers are trying their best to serve



G. W. COOK



R. C. BANFIELD



T. J. YARBROUGH

the public in spite of governmental restrictions. I believe that NIMPA has done a good job in picking out its Washington organization. The Southern division is happy to report that it has brought in 15 of the new members who have joined the association during the past year.

R. C. BANFIELD, Southwestern division: It is imperative that the black market be eliminated. We must get rid of price control and all other controls hampering our industry in its service to the public.



AMONG EASTERNERS PRESENT AT MEET

Representing the Omaha Packing Co., Boston, Mass., producer of "Jim Dandy" products, were (l. to r.) Robert I. Napp; Edward Karp, treasurer; Mrs. Edward Karp, and Hyman Karp, secretary. Their expressions indicate the convention was to their liking.

NIMPA—Session II

J. G. MONTAGUE on "Mutual Problems" and Panel Talks

THE Thursday afternoon session reconvened with James E. O'Neill, first vice president of the association, as presiding chairman. It was announced that convention registration up to Thursday noon totaled 702.

J. G. Montague, counsel for the Texas & Southwestern Cattle Raisers Association, was the first speaker. His address was entitled "Our Mutual Problems."

J. G. MONTAGUE: I know the organization that you belong to pretty well for ever since you were organized I have had close contact with your Washington representatives on many occasions. I have sat in meetings with Mr. La Roe, Mr. Heinemann, and as Judge Holmes told you, I have worked with him and in behind him many times. I want to congratulate you in this organization upon the type of representation that you have always had in Washington. There are no higher type lawyers anywhere than Mr. La Roe and Judge Holmes. There is no more efficient workmanship done for any organization than these gentlemen render to you. I am always proud to be in a meeting with them.

Before I leave that subject, I don't think you can overemphasize the importance of the type of work that these gentlemen do for you. We just don't like to have to go to Washington and submit ourselves to the type of treatment that we frequently get there. It is not always pleasant. It is hard work, but in these times it is absolutely an essential type of work that must be done by every industry that exists, or you surely won't exist very long because everything centers in Washington. It is a bad situation, but it is true, and until we can change that condition, I am afraid we are all going to have to spend a lot of time over in the Capital City.

Omit Word "Mutual"

I realize that the problems that you face are our problems. I want you to realize, that the problems that we face are your problems. When we talk about our mutual problems we might as well leave out the word "mutual" because you don't have any that we don't have, or do we have any that you don't have. They may be concentrated or directly pointed at one segment in the industry but, on the whole, you are one branch of the livestock and meat industry and we are on the other branch. I speak, of course, as a range cattle producer. There is an intermediate branch in there, the feeder of the cattle, that is just as important as your branch or ours, so that the three taken as a whole are really one industry. All our problems have a mutuality that makes them all of deep interest to each of us.

When I saw that I was assigned to speak of our mutual problems, I felt

that some of you might think that I was going to discuss such questions as the compliance system, or, possibly, the subsidy program, or the grading plan that has proved to be such a burden on your branch and been reflected back to us. I realize that those are most serious problems. I am going to touch on them all for a few moments, but they are neither individually or collectively the major problem that faces all of us.

Opposed MPR 574

When the order known as MPR 574 was being born, I attended the meetings in Chicago and Kansas City at which the regulation was submitted formally to the industry. I was one of those who voted against the regulation on both occasions. I happen to be one of those who was designated by Mr. Madigan as the "unintelligent man." I think many of you were with us at that time. However, I am also one of those who can point back to the government, and, in particular, to the officials who put in that regulation, and say, "I told you so." There has never been a more monstrous, unworkable, and unintelligent piece of regulation developed by any department of the government than MPR 574 has proved to be. It is not only unworkable, it is harmful.

The other problem that I think is of particular interest to you is the subsidy program. On that proposition, just as on MPR 574, I conferred with all the government officials before the program went into effect. I was honored by an audience with the President of the United States on that subsidy and I expressed my views before various government officials. Nobody ever agreed with anything I said. Recently I have been told by some of the same government officials that probably the industry's position was originally correct.

When you realize that this iniquitous program was adopted as a substitute for fair prices, and that the industry prices would not be burdensome to consumers because of the buying power of the public, you must realize that the program is costing this government at least \$715,000,000 annually. You should realize also that this amount is reflected back in the prices you pay us for cattle and that, since it takes at least three years to produce a beef animal, you must multiply that \$715,000,000 by three to get the true reflected amount of subsidy in our inventory. You see that runs about \$2,145,000,000 in our present inventory of cattle. The figure is so astounding that it worries us a

When Good Fellows Got Together During Conclave

1. Easterners at the convention included John Conte, president, P. Conte & Sons, Rochester, N. Y.; Carl W. Schultze, New Hampshire Provision Co., Portsmouth, N. H., and B. S. Stearn, New England Beef Co., Boston, Mass.
2. Another easterner was R. E. Sten, vice president, John Kern & Son, Portland, Me.
3. This trio of ladies includes Mrs. G. M. Haas, Hass-Davis Packing Co., Mobile, Ala.; Mrs. William L. Welch, and Mrs. W. M. Haas.
4. Dave Goldberg, owner, Standard Provision Co., Birmingham, Ala.; Lee Breadman, Oppenheimer Casing Co., and Herman Gotlieb, vice president, Star Provision Co., Birmingham, Ala.
5. An interested listener at the meetings was Ben Campion, president, Meat Packers Incorporated, Coast Packing Co., Los Angeles, Calif.
6. Eugene Olszewski, secretary-treasurer, American Packing Co., St. Louis, Mo.; A. F. Versen, secretary, St. Louis Meat Packers Association, and L. D. Flavell, vice president and treasurer, DuQuoin Packing Co., DuQuoin, Ill.
7. Early arrivals at the meeting this year included Lorenz Neuhoff, jr., president, Neuhoff, Inc., Salem, Va.; E. H. Hickox, secretary-treasurer, Smith Packing Co., Nashville, Tenn., and W. C. Faulkner, partner, Columbus Packing Co., Columbus, Miss.
8. From the Badger state came L. Ed Liebmann, president, Liebmann Packing Co., Green Bay, Wis.
9. George A. Hess and Carl H. Paup, Oswald & Hess, Pittsburgh, Pa., greeting F. J. Herman, president, Herman Sauss Factory, Tampa, Fla.
10. Mr. and Mrs. William A. Ross and William L. Tapson, all of Ross Packing Co., Chicago, Ill., of which Mr. Ross is secretary.
11. Stanley Meisser, president Esem Packing Co., Lawrence, Mass., was on hand for all the meetings.
12. W. E. Maurer, Maurer-Neuer Corp., Kansas City, Mo., and George L. Heil, vice president, Heil Packing Co., St. Louis, Mo., listening to G. William Birrell, president, C. H. Kunzler Co., Lancaster, Pa.
13. This group from Canada, snapped in front of the Provisioner Service Center, includes (l. to r.): Walter F. Nowak, Kitchener Packers, Ltd., Kitchener, Ont.; Alex Reinhard, superintendent, Cooperative Federale de Quebec, Princeville, Que.; Ted Nowak, Kitchener Packers; Robert P. Thivierge and Victor Woodcroft, The Griffith Laboratories, Toronto, Canada.
14. C. H. Streck, partner, Streck Bros., Belleville, Ill., was in a good mood when the photographer snapped his picture.
15. Arriving to register for the convention on the opening day (l. to r.): Mr. and Mrs. John E. Dyson, and Mr. and Mrs. Sol M. Taub. Mr. Dyson is a partner in the Dyson Packing Co., Houston, Tex., and Mr. Taub is owner of the Taub Packing Co., Houston.

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death. I am talking to you about the producers' angle on the subsidy question.

We are terribly worried because we realize that our inventories, to the extent of that subsidy, are based on a fiction and we have long since learned the futility of fiction. We realize that some day, and God speed the day, the subsidies are going to be discontinued; unless appropriate coincident legislation takes place, the entire burden would be cast back on the producing end of the industry. We realize that the amount represents not what we make in any one year off animals, but represents more than the amount that we ought to make in any three years out of our industry. We don't like the picture that we see coming up.

Of course, in its present condition and until this subsidy is eliminated, most of the burden is on you. We realize that up to now our particular segment of the industry has not been hurt, but we also realize that the only reason why we haven't been hurt is because there are so many rich black markets in the industry. We are not proud to do business of that type, but we also know that



JUST WAITING AROUND

TOP: Apparently nonchalant about the elevator service (you had to be) are (l. to r.) E. C. Moore, partner and manager, Kleeman Packing Co., Clarksville, Tenn., and Clay Lewis, partner and manager, Clarksville Live Stock Co., Clarksville, Tenn. BOTTOM: Martin Rosol and Maurice Glaubinger, president, both of Hartford Provision Co., Hartford, Conn.



LIVESTOCK EXPERT

One of the convention speakers, Joe G. Montague, counsel for Texas and Southwestern Cattle Raisers Association, poses with Mrs. Montague for the photographer.

when a man comes out into our range country, pays us 16½c or 17c for half-fat animals delivered on the range, is not too careful in the way they are weighed, and makes no effort to collect the subsidy, there is only one answer to that question—that man is bound to be operating in the black market.

Innocent Law Violator

Can you blame the rancher for selling to the man who comes out and offers him the most money when it is not a legal violation of any law to sell it to him? Can you blame us for accepting the offer? We are doing nothing wrong. The law allows us to sell, but that same law makes it a violation for you to pay such prices to us. You can't keep on operating and pay us those prices.

We know that; we realize that it is entirely wrong and we are fully aware that unless something is done about it and done quickly, we are going to lose the most valuable thing that we have—our legitimate market for our cattle. When these times are over, and you legitimate operators have been broken by this system, we are going to be out hunting for a market for our livestock. We don't like the prospect. We realize that we are dependent on you, just as you are dependent on us to produce the livestock. We are dependent on you to market them for us. That is certainly a mutual problem and one that deserves a lot of consideration.

There is one other angle to the problem that I want to mention, and I know about it principally from hearing your witnesses testify. The system of grading, used in connection with the pseudo-enforcement of MPR 574, is all cock-eyed. No human being in the world could make it work. It should not be, and in my mind it is not, an indictment of grading itself, but it is a clear demonstration of the fact that the science of grad-

ing should never be used as a means to tie together the price program and the subsidy program for the purpose of law enforcement. It just can't be done. What is the answer?

Those three problems, as I see them, are the ones to which your attention is most particularly attracted at this time. What can you do about them? I have reached very definite conclusions in my own mind that there is one thing that can be done. If the wise boys that can be hired, and I use the word "boys" advisedly, out of the old universities and the ivy-clad colleges, if they cannot figure out in 4½ years some plan that will work intelligently and effectively, and if nobody else, not even these wise boys, can offer a substitute or a new plan that anyone might hope could work, then there is no plan by which the government can control through price regulation or subsidy the livestock and meat industry. The only answer is to take the industry out from these unintelligent controls.

I say that after 4½ years of effort and with unlimited funds to bring about enforcement, and with over 3,000 enforcement officers in the country, and



ENJOYING THE MEET

TOP: Touring the exhibition hall (l. to r.) are W. W. Naumer, president, DuQuoin Packing Co., DuQuoin, Ill., and his son, J. B. Naumer, who was recently released from Army. BELOW: Cutting capers are Seymour Oppenheimer, president, Transparent Package Co., and T. O. Jones, vice president, Peer Pkg. Co., Bay City, Mich.



187,000 other employees in that one agency of the government, and with 600 lawyers (we did get rid of 1,800 of them)—if that isn't enough to ball up any program, then I would like to know what would?

We are American citizens. Our boys and girls wore the uniform during this last war. We fought for this country just as much as anybody. We love it as dearly and as genuinely as any people in the world. You are the same type of people, and when we make a recommendation such as we have, it is not through a lack of patriotism. It is not with the idea of bringing to any segment of this society any undue hardship, but it is because we realize that this is one industry that the government cannot control. We realize that when the truth is known about this situation, that our recommendation is the best thing that could be done for the benefit of the consuming public of the United States.

\$2,000,000,000 Over Ceilings

We know that the present subsidy program, when added to the amount of black market costs in this country, runs the annual expenditure for meat above the so-called ceiling price by at least \$2,000,000,000.

We believe that if the ceiling prices were taken off, and the subsidy program abandoned, there might be a short period when the nervous reaction might run prices up to the black market level and possibly a little higher in some places, but it would be only for a very short time. I don't think it would be over 30 days before the average price level of meat throughout the United States would come down and would be below the actual market price of meat today. I am convinced that that statement is true.

Evidence has been introduced before a Congressional committee that more than 80 per cent of all the beef in the United States is sold at black market prices. There is only one ceiling operating today and that is the same ceiling that we lived under before we ever heard of OPA; that is the buyer-re-

TIME OUT FOR A CONFERENCE

From E. Kahn's Sons Co., Cincinnati, O., came Cletus P. Elsen, cost accountant who has been active in gathering industry figures used in working with OPA; Louis E. Kahn, vice president who served notably in the provisioning of U. S. forces in the Pacific, and Ray L. Treinen, the provision sales manager.



sistant ceiling. The only thing that fixes the price that you get for your meat today is the buyer's willingness to pay for it. The country as a whole is disregarding the regulations issued by the agencies of the government and is operating under the regulations issued by the pocketbook. That is the same ceiling that would operate if you took off price control. When you eliminate the meddling interference that comes with these price controls, then the pocketbook ceiling will operate more freely and will operate more savingly for the consuming public of this country. I feel convinced that that statement is true.

A Dangerous Philosophy

Another angle that I am going to mention to you is the testimony that was given this last week by the Secretary of Agriculture before the agricultural committee of the House. He was asked this question: What justification can you give for the present payment of subsidies on food? His answer was this: "The fact that our unemployment problem in this country did not develop as we thought it would. We expected 3,000,000 unemployed at this time and we have less than 1,000,000 and that fact makes it necessary for us to pay subsidies and to continue to pay them

because it might be a disturbing thing for us to change the system."

When you analyze that statement it means this: In times of prosperity, and in times of full employment, this nation has to subsidize the food bill of the country. That is the exact opposite of the philosophy used to justify the inauguration of the subsidy program.

It means something else to me as a representative of part of agriculture. It means that those who are planning this government policy have decided to use agriculture as the medium of appeasement to keep down disturbance in other segments of society. We in agriculture do not like the role of the appeasing agency.

I think, gentlemen, that that statement by the Secretary revealed more to me of the underlying philosophy of those who are writing the government program than anything I have ever heard. I think it the most dangerous statement of philosophy that I have ever heard from any officer of the government.

The Biggest Problem

I have mentioned some problems to you and they are minor problems. I have not mentioned the thing that constitutes the major problem—that is not only a problem for you and me, but is universal for this country. The big problem that we face today is the return to the American system of government. If you will go back with me for just a moment and contemplate the framework of this government that was built by those inspired framers of our Constitution, you marvel at the wisdom of those men. We have fought several wars to sustain the American way of life. We have recently fought the greatest war of history. Because we believed in this American system of government, we sent our boys to every corner of the globe to fight and preserve for us, and for themselves, and for their children and their children's children, the American way of life under a constitutional democratic government.

When these boys have come back, can you and I, people of our generation, look



RENEWING OLD FRIENDSHIPS

This trio was getting into the "meat" of things when the NP photographer happened along. They are: W. F. Dixon, secretary, Dixon Packing Co., Houston, Tex., and new NIMPA vice president; William Johnson, Standard Sausage Co., Minneapolis, Minn., and E. Oppenheimer, of the Double "O" Sausage Co., Chicago, Ill.

with pride upon what we have allowed to happen while all this war was going on? Can we look with pride to the fact that we have allowed to creep into our system of government the substitution of rule by regulation for rule by law?

Can we be proud that the legislative has surrendered its functions and powers to the executive department? Can we be at all proud that a complacent judiciary throughout the country, and especially in Washington, has approved all of this change in our form of government, and that it has changed the meaning of our Constitution as it has been known for generation after generation? I think that you and I and the others of our generation have cause to blush with shame when we turn back that government to these youngsters who have been fighting for what they thought was their government and we give them something so different. I say to you in all seriousness and with all the sincerity of my soul that the major problem that faces you, the major problem that faces me and all Americans is the recapture of American principles for America, ourselves, our children, and our children's children.



PRE-MEETING CHATS

Above: Discussing mutual problems prior to a business session (l. to r.) are Robert E. McSweeney, partner, Jos. McSweeney & Sons, Richmond, Va., and Chris Finkbeiner, vice president, Little Rock Packing Co., Little Rock, Ark.; Below: R. G. Thomas, vice president, Lima Packing Co., Lima, O., and John Thompson, vice president, Reliable Packing Co., Chicago, Ill.



PANEL DISCUSSIONS

BEEF GRADING: A. B. Maurer, new president of NIMPA, led the discussion on "Should Mandatory Government Grading of Beef be Continued After Price Control Ends?"

Mr. Maurer said that he considered it best to break the topic up into two parts: 1) Should government grading be continued? and, 2) Should this grading be mandatory?

Harry Reed, chief of the livestock branch of the U. S. Department of Agriculture, started the discussion by stating that the department does not believe grading should be mandatory and that it considers that the purpose of grading is to permit consumers to identify the meat they are buying. Grading is not an exact science, Mr. Reed asserted, and pointed out that no one has devised a rule or measure that he can lay on a piece of meat and come up with the grade answer. Each factor in grading is subject to different interpretations. He emphasized that grading should be permissive and not mandatory.

Fred Beard, head of the meat grading service of the USDA, explained some of the difficulties under which the service has been operating since OPA made grading mandatory. At that time the service had 70 graders, with none west of Missouri; it now has between 700 and 725. He explained that each grader must have a certain amount of practical experience to qualify for a government post and asserted that each is backed by the recommendation of a packer. Behind the graders, said Mr. Beard, are the area supervisors (to whom packers should appeal in making any protest on grading); the nine regional superintendents who are responsible for several areas, and three national supervisors. He said that the service makes every effort to see that grade standards are interpreted and applied uniformly throughout the country.

Mr. Beard noted that the grading problem had been complicated by the fact that all cattle must be graded, including "liners," with which the service did not have to deal prior to the war. A high percentage of the cattle handled at present are liners.

Henry Neuhoff, Neuhoff Bros. Packers, Dallas, Tex., indicated that he considered federal grading valuable to the packer. In normal times, he said, buyers are inclined to disregard the packer's own grade but will accept the federal grade without question.

Chairman Maurer then asked members of the group to comment on whether or not the federal grading of carcass beef aids in selling beef at distant points without loss or claim and without controversy as to the actual grade delivered.

George W. Cook, Emmart Packing Co., Louisville, declared that he did not agree with Mr. Neuhoff and that he did not want any grading except his own. He said that he had never had any trouble selling beef at distant points on his own grades before.

H. P. Dugdale, Dugdale Packing Co., St. Joseph, Mo. reported that when his firm shipped cattle without federal grading it had considerable trouble with buyers; since adopting grading such difficulties have been eliminated.

In response to the question: What is wrong with grading as it now stands, several packers stressed the lack of uniformity between the standards applied in different parts of the country.

George A. Hess, Oswald & Hess, Pittsburgh, cited the fact that he had

Hitting the High Spots at NIMPA Convention

1. This group includes Herbert Slatery, jr., treasurer; Mrs. H. D. Anderson, and G. R. Garner, advertising manager, all of the East Tennessee Packing Co., Knoxville, Tenn.

2. Seated are J. W. Lipsey, manager, Cook County Foods, Adel, Ga., and H. T. Smith, manager, The Food Bank, Cordele, Ga., while in the background is H. C. Liebmann, sr., secretary, Liebmann Packing Co., Green Bay, Wis.

3. These two friends are J. A. Bruder, assistant purchasing agent, Cudahy Packing Co., and J. A. Heinzelman, president, Bulidice Company.

4. Lacy Lee and Claxton Lee, Lacy Lee Co., Chicago provision brokers.

5. M. A. Bauer, Atlas Meat Co., division of Safeway Stores, is pictured with W. E. Alexander.

6. John H. O'Neill, Roy F. Norris and T. E. Evans, jr., all of R. F. Norris & Associates, Chicago provision brokers.

7. F. W. Schmidt and Otto F. Raiman, Davidson Commission Co., Chicago.

8. Mr. and Mrs. J. T. Murphy. He is of

the J. T. Murphy Co., Chicago provision brokers.

9. Henry E. Bender, Henry E. Bender & Co., Chicago broker.

10. Jim White, P. Brennan Co.; Mike Brennan, Columbia Warehouse, and Tom Enright, William Davies Co., Chicago.

11. Renewing old friendships were (l. to r.): W. Louis Balentine, president, Balentine Packing Co., Greenville, S. C.; W. M. Elliott, president, White Packing Co., Salisbury, N. C.; T. J. Yarbrough, manager, Reynolds Packing Co., Union City, Tenn.; Wells Hunt, Wm. Schluderberg—T. J. Kurland Co., Baltimore, Md., and W. C. Faulkner, partner, Columbus Packing Co., Columbus, Miss.

12. Harold DeFord, George Sunderland and George H. Dunlap, jr., Sunderland, DeFord & Dunlap, Chicago provision brokers, with Thomas H. Graver, W. Graver & Co., Chicago, Ill.

13. Don W. Breese, president, Fremont Packing Co., Fremont, Neb., and R. A. Studley, manager, Platte Valley Commission Co., Fremont.

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BEEF GRADING: A. B. Maurer, new president of NIMPA, led the discussion on "Should Mandatory Government Grading of Beef be Continued After Price Control Ends?"

Mr. Maurer said that he considered it best to break the topic up into two parts: 1) Should government grading be continued? and, 2) Should this grading be mandatory?

Harry Reed, chief of the livestock branch of the U. S. Department of Agriculture, started the discussion by stating that the department does not believe grading should be mandatory and that it considers that the purpose of grading is to permit consumers to identify the meat they are buying. Grading is not an exact science, Mr. Reed asserted, and pointed out that no one has devised a rule or measure that he can lay on a piece of meat and come up with the grade answer. Each factor in grading is subject to different interpretations. He emphasized that grading should be permissive and not mandatory.

Fred Beard, head of the meat grading service of the USDA, explained some of the difficulties under which the service has been operating since OPA made grading mandatory. At that time the service had 70 graders, with none west of Missouri; it now has between 700 and 725. He explained that each grader must have a certain amount of practical experience to qualify for a government post and asserted that each is backed by the recommendation of a packer. Behind the graders, said Mr. Beard, are the area supervisors (to whom packers should appeal in making any protest on grading); the nine regional superintendents who are responsible

sible for several areas, and three national supervisors. He said that the service makes every effort to see that grade standards are interpreted and applied uniformly throughout the country.

Mr. Beard noted that the grading problem had been complicated by the fact that all cattle must be graded, including "liners," with which the service did not have to deal prior to the war. A high percentage of the cattle handled at present are liners.

Henry Neuhoff, Neuhoff Bros. Packers, Dallas, Tex., indicated that he considered federal grading valuable to the packer. In normal times, he said, buyers are inclined to disregard the packer's own grade but will accept the federal grade without question.

Chairman Maurer then asked members of the group to comment on whether or not the federal grading of carcass beef aids in selling beef at distant points without loss or claim and without controversy as to the actual grade delivered.

George W. Cook, Emmart Packing Co., Louisville, declared that he did not agree with Mr. Neuhoff and that he did not want any grading except his own. He said that he had never had any trouble selling beef at distant points on his own grades before.

H. P. Dugdale, Dugdale Packing Co., St. Joseph, Mo. reported that when his firm shipped cattle without federal grading it had considerable trouble with buyers; since adopting grading such difficulties have been eliminated.

In response to the question: What is wrong with grading as it now stands, several packers stressed the lack of uniformity between the standards applied in different parts of the country.

George A. Hess, Oswald & Hess, Pittsburgh, cited the fact that he had

Hitting the High Spots at NIMPA Convention

1. This group includes Herbert Slattery, jr., treasurer; Mrs. H. D. Anderson, and G. R. Garner, advertising manager, all of the East Tennessee Packing Co., Knoxville, Tenn.
2. Seated are J. W. Lipsey, manager, Cook County Foods, Adel, Ga., and H. T. Smith, manager, The Food Bank, Cordele, Ga., while in the background is H. C. Liebmann, sr., secretary, Liebmann Packing Co., Green Bay, Wis.
3. These two friends are J. A. Bruder, assistant purchasing agent, Cudahy Packing Co., and J. A. Heinzelman, president, Buildice Company.
4. Lacy Lee and Claxton Lee, Lacy Lee Co., Chicago provision brokers.
5. M. A. Bauer, Atlas Meat Co., division of Safeway Stores, is pictured with W. E. Alexander.
6. John H. O'Neill, Roy F. Norris and T. E. Evans, jr., all of R. F. Norris & Associates, Chicago provision brokers.
7. F. W. Schmidt and Otto F. Raiman, Davidson Commission Co., Chicago.
8. Mr. and Mrs. J. T. Murphy. He is of the J. T. Murphy Co., Chicago provision brokers.
9. Henry E. Bender, Henry E. Bender & Co., Chicago broker.
10. Jim White, P. Brennan Co.; Mike Brennan, Columbia Warehouse, and Tom Enright, William Davies Co., Chicago.
11. Renewing old friendships were (l. to r.): W. Louis Valentine, president, Valentine Packing Co., Greenville, S. C.; W. M. Elliott, president, White Packing Co., Salisbury, N. C.; T. J. Yarbrough, manager, Reynolds Packing Co., Union City, Tenn.; Wells Hunt, Wm. Schluderberg—T. J. Kiddle Co., Baltimore, Md.; and W. C. Faulkner, partner, Columbus Packing Co., Columbus, Miss.
12. Harold DeFord, George Sunderland and George H. Dunlap, jr., Sunderland, DeFord & Dunlap, Chicago provision brokers, with Thomas H. Graver, H. Graver & Co., Chicago, Ill.
13. Don W. Breese, president, Fremont Packing Co., Fremont, Neb., and R. A. Studley, manager, Platte Valley Commission Co., Fremont.

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received from the West cattle of the same type as he had in his Pittsburgh coolers, but which were graded entirely differently.

L. E. Liebmann, Liebmann Packing Co., Green Bay, Wis., emphasized that the federal grading system should be revised so that it would be readily understandable and usable by anyone. He suggested that a point system should be used to give the proper weight to certain grade characteristics and stated that he had made suggestions along this line to the U.S. Department of Agriculture (see THE NATIONAL PROVISIONER of October 14, 1944, page 10).

Recommend Committees

It was decided that a committee would be appointed to work with the Department of Agriculture on the revision of grading standards; Mr. Beard indicated that the Department would welcome such help from packers and pointed out that the standards now in use are largely the result of packer thinking on the grading problem.

PURCHASING DEPARTMENT: It was decided that in view of the expense and other problems involved in establishment of a purchasing department by NIMPA, a committee should be appointed to study the matter thoroughly. Retiring president Earl L. Thompson noted that there had been a number of requests for such service, while George W. Cook, Emmart Packing Co., commented that various packers had found the purchasing service of the American Meat Institute very valuable.

PRICE CONTROL AMENDMENT: Leading the discussion on this topic, Cletus P. Elsen, E. Kahn's Sons Co.,

Cincinnati, read a tentative suggested amendment to the price control act, if extended. He suggested that the group should be realistic and recognize that price control may be continued, in which case maximum protection will be required by the industry. Counsel Wilbur LaRoe recommended that

C. P. ELSEN

the association leave the matter in the hands of the board and NIMPA officials, already fighting against extension of the price control act, to ask for further protection if desirable. He said that the Barkley-Bates amendment affords ample protection if the OPA and other government agencies can be forced to obey the law.

Fred M. Tobin, Tobin Packing Co., said that he opposed quotas, but that he believed, if price control were extended, NIMPA should press for a regulation which would restrict slaughtering to firms in business on December 7, 1941, plus federally inspected slaughter-



LUNCHEON SCENES AS DIRECTORS AND OFFICERS MET

Between sessions on opening day of NIMPA meet, association leaders assembled for luncheon and a general discussion of problems facing the packing industry.

terers. Under his plan applicants for slaughter licenses would come before a board, composed in part, at least, of meat packers. He urged unified effort to persuade Congress to terminate meat and livestock price controls on June 30 of this year.

PUBLIC RELATIONS: The analysis and informing of the membership on all legislative problems of direct and indirect interest to the industry will be continued as a policy of the National Independent Meat Packers Association, it was decided.

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Greater beauty for your package — at a saving? That's correct! Mullinix offers the greatest possible selling beauty... distinctive, deluxe quality appeal... in a package that **SAVES UP TO 25% MAN HOURS IN YOUR PACKAGING OPERATIONS.** And that's not all! Mullinix offers maximum protection to the

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NIMPA—Sessions III & IV

Addresses by ASHBY, HOCKMAN,
SENATOR THOMAS AND BENGE

THE convention reconvened Friday morning with A. B. Maurer, newly elected president, as presiding chairman. The first speaker was R. C. Ashby, chief of livestock marketing, College of Agriculture, University of Illinois.

PROFESSOR R. C. ASHBY: There are a number of reasons why it is a pleasure to appear on this program today. I want to mention just two of them. In the first place, it is a pleasure to congratulate the small packers for the job they have done in setting up so serviceable an organization in such a short time; and secondly, to express confidence in the permanent value and serviceableness of this organization.

It is especially gratifying to see the fearless and forthright manner in which NIMPA has fought for the welfare of the members of the organization.

In talking to you this morning, I want to take up four general topics that I think are significant to packers and livestock producers alike. Those are:

1: The need of more information by livestock producers on the part that the smaller packers, especially the independent packers, play.

2: The importance of stockmen knowing the part that independent packers play in the field of meat processing and distribution.



THEY WERE THERE FOR BUSINESS

Listening intently to the discussion during one of the general sessions in Morrison hotel Terrace Casino were (l. to r.) Charles Schmidt, jr., manager, Chas. J. Schmidt & Co., Baltimore, Md.; Henry W. Stopf, partner, Wm. H. DeRuff & Co., Baltimore; Homer Carl, jr., assistant manager, Huntington Packing Co., Huntington, Ind.; J. W. Fink, president, and G. L. Heine, treasurer, Fink & Heine Co., Springfield, O.

3: The interest of stockmen and packers in competition.

4: The necessity for a sound system of livestock marketing.

Taking up the first topic, from my contact with livestock producers throughout the Corn Belt during the last 20 years, it seems clear that relatively few livestock producers know the role of the independent meat packers. It is desirable that stockmen should have much more information regarding the importance of the independent packers in respect to providing a dependable

market for slaughter livestock, and especially for quality livestock; in maintaining active buying competition for slaughter livestock, and in supporting livestock prices.

What Are Your Needs?

They also need to know much more about the livestock requirements as to classes, weights and grades of different packers and different plants. Altogether too many stockmen believe that all packers afford the same outlet for whatever livestock the producer has to



TWO GROUPS WHO REPRESENTED WELL-KNOWN EQUIPMENT SUPPLIERS

Left: The genial hospitality which has become a creed with the Girdler Corp. people prevailed. Company officials and representatives present (l. to r.) included L. D. Roy, jr., central sales manager; J. E. Slaughter, jr., vice president, and W. J. Albrecht,

head service engineer. Right: All lined up with places to go are these John E. Smith's Sons Co. representatives (l. to r.) Baldwin Smith, treasurer; Herb Hunn, chief engineer; Walter Richter, vice president, and John W. Dowding, sales.

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sell. You may ask: How can such information be made available to livestock producers? It seems to me that one possibility in that direction would be for NIMPA, as well as for individual independent packers, to prepare from time to time and release statements, accurate as to factual information, interestingly prepared, and make these available to all farm organizations and to all county agricultural agents.

I believe that thinking livestock producers today are more anxious to have dependable information on livestock marketing than they have ever been, and I believe you people are in a position to help them get it.

This brings us to the second topic that I want to take up, and that is that livestock producers generally know far too little about the important part that independent packers play in processing

and distributing meat. They need to know a great deal more about the part that independent packers play, first, in producing quality meat, and second, in broadening the demand for quality meats; and, next, they need to realize more fully that the packer is the ultimate salesman for the livestock producer.

It has been my privilege to visit just a few of the leading independent packers' plants and to see what an excellent job is being done, both in putting out quality meats and in developing a broader market for them. I wish it were possible that thousands of our midwestern stockmen might have the opportunity to visit many of those plants. Altogether too many stockmen and livestock producers consider their marketing job done whenever the livestock is turned over to a buyer and they

HERE'S A DOUBLE TRIO

LEFT (l. to r.): Albert H. Merkel, Merkel, Inc., Jamaica, L. I., N. Y.; W. C. Codling, Tobin Packing Co., Albany, N. Y., and L. D. Shonyo, president, L. D. & H. G. Shonyo, Inc., Lyndonville, Vt. **RIGHT:** M. J. Sheffield, sales manager, Detroit Packing Co., Detroit, Mich.; I. Jacobsen, secretary, and John Pinta, superintendent, Reliable Packing Co., Chicago.

get their check. As a matter of fact, the marketing job is never done until the meat is in the hands of the ultimate consumer, and a satisfied consumer at that.

Some of my friends who are in closer contact with the packing industry than I, have told me that in their opinion the independent packers have done two outstanding jobs; that in the first place they have set the pace for the meat packing industry in many respects and, in the second place, that the independent packers, on the whole, have done a better job of selling up to the buying capacity of the meat trade than have many other groups and, consequently, they have been more willing to support livestock prices.

Reestablish Workable Standards

I think you all recognize that OPA has eliminated the incentives for the production of either quality meats or quality livestock. When OPA dies, one of our problems will be to restore workable grades and standards and, to get back to quality meats, honestly sold. The meat industry will need a standard of quality available to all, just as there are standards for butter, for poultry, for eggs, apples, grain, and many other agricultural commodities. To that end, we need a thoroughly satisfactory set of federal meat grades. Personally, I would like to see the meat grades put back to where they were a few years ago, because, as the grades now stand and as they are being used, I think they are of relatively questionable value, either to retailers or to consumers.

During the past two years, it has seemed to me that meat grading has been more lenient in the country than it is in the cities. I am not stating that as a fact; I am simply stating it as my impression.

Just a few weeks ago I saw a little



INDUSTRY MEN ASSEMBLE INFORMALLY IN AGAR ROOM

Seated are Karl Symons, president, Agar Packing & Provision Co., Chicago; E. G. Weimer, American Can Co., and J. J. Hewitt, Agar; (standing, l. to r.) Edmund Burke and G. E. Veneman, Agar; J. C. Derby, Armour and Company; T. E. Evans, jr., R. F. Norris & Associates, Chicago brokers; Elmer Spath, Agar; Robert Blumberg, specialist in canned meat from New York, and R. A. Carrier, credit manager, Agar.



PICK-UP (IN PACKAGING TOO)

A cat picks up her kitten - here is interest...it stops traffic...a pick-up of the attention of all. Your packaging too should stop traffic...pick-up the attention of all customers. Let DANIELS years of experience in putting "pick-up" appeal in packaging, help solve your packaging problem.



P R E F E R R E D P A C K A G I N G S E R V I C E

country pick-up truck unloading quarters of beef at a local retail shop. This beef was stamped U. S. Good. To me, it looked like just ordinary barnyard cow beef, which should have been stamped Utility.

A week ago, I saw a carcass of beef hanging in a retail shop. It was stamped U. S. Choice. It was a steer carcass and it was good beef, but it was not entitled to the Choice stamp.

Now, I know that this disagrees with the experience that many of you men have had, because I hear many complaints of the beef not being graded as high as you think it is or as it should be.

In this connection, I just want to mention two of our University of Illinois bulletins that may be of interest to any of you who are in the beef business. The first of these is a little bulletin called "Beef For the Table." It carries one of the best sets of pictures of retail beef cuts that has been put together in any publication, along with eight color plates. Ten thousand copies of this bulletin have been distributed so far. It is available to anyone who wants it, of course.

The other is a bulletin on grading and branding beef. There are two nice things in that bulletin that might be of interest to you. One is a summary of interviews with 350 housewives in a city of 60,000 population here in Illinois and the other is a survey of 159 retail shops in the same city. I have a few copies of the bulletin. I will leave them here on the table if any of you want them, and I will be glad to send them to anyone who would care to write for them.

Improving Livestock Quality

One of my packer friends wrote to me recently and asked what could be done to improve the quality of slaughter livestock. I can't answer the question satisfactorily, but I can mention two slants on it. The first is what not to do, and the second, what may be done toward improvement.

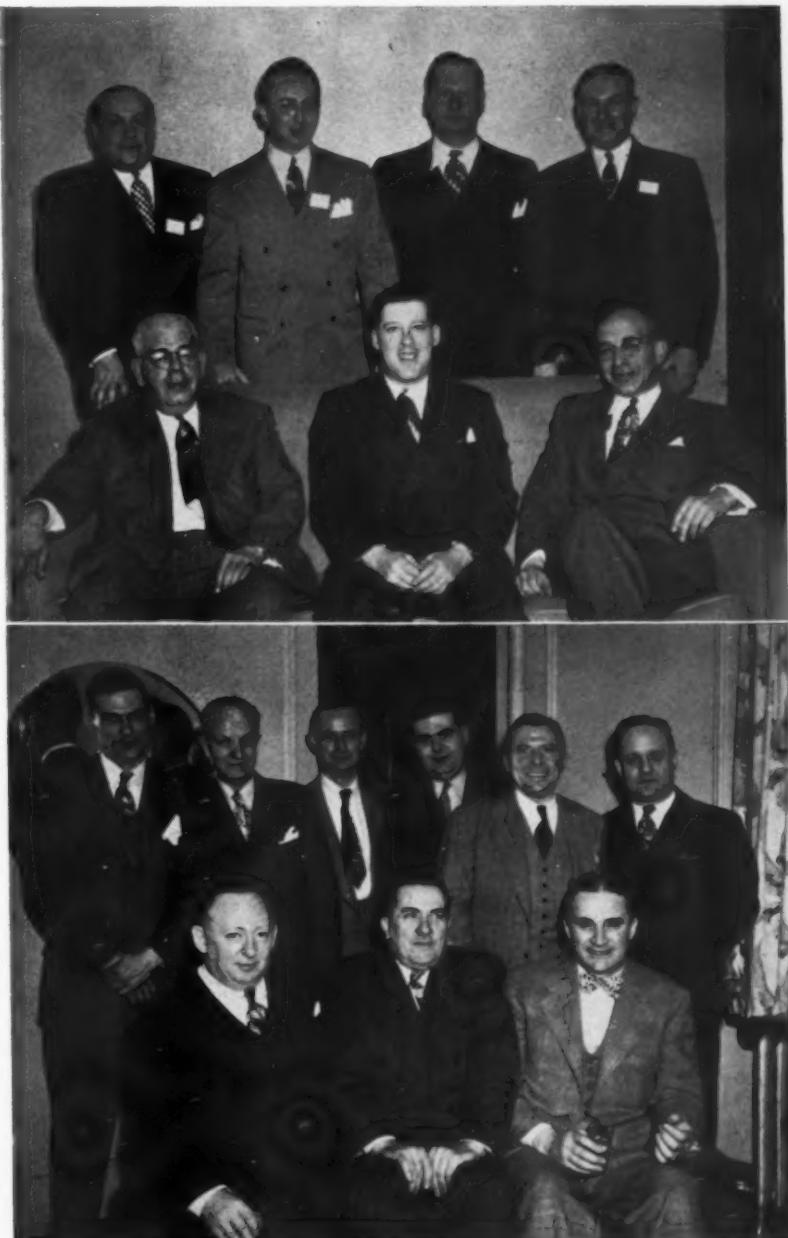
Probably many of you recall the carlots of "meat type" hogs that were exhibited under the auspices of the Institute of American Meat Packers at several of the International Live Stock Shows. These carlots of "meat type" hogs attracted a great deal of interest on the part of stockmen, college professors and others and the Missouri Agricultural College actually produced and marketed some of that kind of hogs and their marketing experience with those "meat type" hogs was reported by Warren Fuqua of the St. Louis Producers' Commission Association. I am going to quote what Mr. Fuqua said in that connection. He said:

"... the University of Missouri, ... started in the fall of 1937 to market some of these intermediate types of hogs, moderately finished, but not carrying an excess of fat. These hogs were weighing slightly over 200 lbs. but were selling 40c under the top, which for one of these sales was \$10.60, with a top

that day of \$11.00. . . . Mr. Weaver was, as you can imagine, not satisfied with the sale of their hogs. The university had produced what the packers, breeders and college professors had decided was an ideal meat hog. The packers were buying them 40c to 50c under the top and gave as their reason for the spread the excuse that the hogs

were not finished," Mr. Fuqua explained.

"Finally, one shipment was sold subject to killing results. In the cooler they showed a carcass well above the average of the top hogs bought by that packer on that day. The percentage of hams going into that packer's best brand was also much larger than the percentage from his hogs purchased



HOSPITALITY WAS THE ORDER HERE

ABOVE: Ready to receive visitors in the Oppenheimer Canning Co. room were (seated, l. to r.) Gordon D. Nussbaum; Edward H. Oppenheimer, vice president, and M. S. Holstein, vice president; (standing) Lee Breadman; Ben Wolan; Roy Bloom, and Joe Burke. BELOW: Enjoying selves (l. to r.) are (standing) John Sparr and Joe Hurley, procurement manager, Ready Foods Canning Corp.; George E. Hickey, Wm. Davies & Co., Inc.; J. C. Derby, Armour and Company; Eugene Rothmund, Eugene Rothmund, Inc., Boston, Mass., and William Dinnon, Wm. Davies & Co., Inc.; (seated) Henry Staffel, president, Ready Foods Canning Corp.; T. J. Enright, Wm. Davies & Co., Inc., and J. T. Murphy, J. T. Murphy Co., Chicago provision broker.

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at the top of the market, or rather at the packer top for the day.

"The Missouri Experiment Station, an institution supposed to lead the way in the development of livestock types, was not satisfied with their treatment in this instance. You can imagine how much more difficult it is to get an average farmer to change his practices, even though he is being paid a premium for changing, not mentioning the penalty as described above. It is impossible to get him to market less lard when his neighbor is paid a premium for producing more lard."

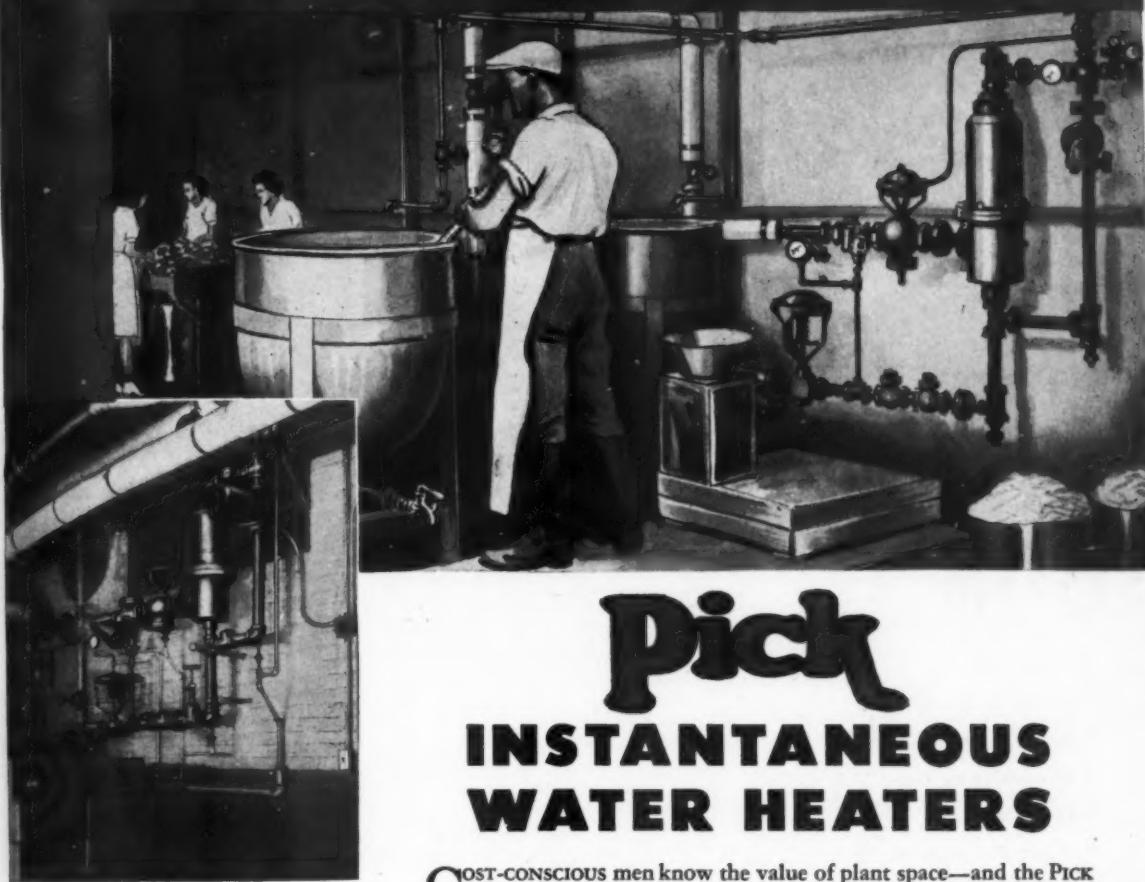
Now, to the second question, as to what might be done to improve the quality of slaughter animals. Of course, the first thing is to pay a suitable premium in line with the quality of the livestock on the market. If the development desired contemplates a change in the type of the livestock, then there are two things that are necessary. The first is that the producer must be assured a dependable market for the



FRIENDS GET TOGETHER

The usual amount of visiting was done at the convention. ABOVE: Lester I. Norton, vice president, *The National Provisioner*, notes some comments by J. D. Pepper, Pepper Packing Co., Denver, Colo. BOTTOM: L. W. Smith, manager, and Carl Hirsch, sausage superintendent, Smith Packing Co., Harrisburg, Ill., are stopped by the cameraman.

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A steam injection heater, it has the exclusive PRESSURIZER PISTON that stabilizes injection pressure—eliminates pipe hammering and shaking pipes—and embodies the multiple orifice principle of steam injection producing smoother, faster, better mixing.

Fully automatic, any temperature within the effective range of 40° to 180° Fahrenheit can be instantly selected and accurately maintained. Temperature can be changed instantly by merely changing the setting of the thermostat.

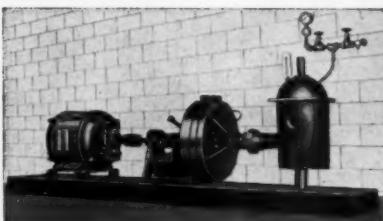
Seven sizes with maximum capacities of 10 to 200 gallons per minute permit you to choose the right size heater for your plant. Only the PICK assures QUIET STEAM INJECTION HEATING. For complete information and specifications write PICK MFG. COMPANY, Dept. 1113, West Bend, Wisconsin.



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Write today for further detailed information, etc., etc.

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MINIATURE SAUSAGE ROOM PROVES BIG HIT

Russell L. Gambill, vice president, The Globe Company, Chicago, stands beside meat sausage equipment which intrigued packer visitors at the exhibit. The novel setup, which is the property of *The National Provisioner* for use under its copyrighted Micro-Scale system, enabled packers to visualize at a glance the many functions performed by the Globe Roto-Cut meat processing machine, a model of which dominated the display.

livestock when they are produced, that is, for that particular type; and the second thing is that he must be assured a price that will take care of his additional expense in producing that particular type of livestock.

It seems to me if several small packers were interested in the same objective, and were in a position to work together toward that end, that it would be possible to select the state in which it was desired to undertake that production program. Then, in cooperation with the animal husbandry and marketing extension men in that state, one particular county could be selected for undertaking the development of the type of hog that they had in mind. The county agent could be interested and then, through him, contact developed

with the livestock producing faction.

I have discussed this Missouri proposition briefly with our extension people at the University of Illinois and they would be interested in a development of that kind if the packers thought it worth while.

At this point I want to digress for just a moment to discuss the prospects as to supply of slaughter livestock for the remainder of this year.

Liquidation of the sheep population continues. The government reported a few days ago that the early lamb crop is 13 per cent lower than it was a year ago, with fewer lambs on feed than a year earlier. Cattle are being fed a shorter period and marketed at lighter weights than usual. Of the cattle on

ALLBRIGHT-NELL DISPLAY

Photographs illustrating a few of the many services performed by Allbright-Nell equipment formed a compelling backdrop for the firm's display at the exhibition, held concurrently with the NIMPA meeting. Although this photo might seem to indicate otherwise, ANC-O representatives were very much in evidence at the convention, particularly in the company's hospitality headquarters which attracted many visitors.



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Special X Soy Flour stabilizes and holds the moisture — less cooler shrinkage for YOU.



Soy gives the "SPRING" of quality to sausage and holds freshness and color by its emulsification and moisture retention properties.

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feed in Illinois, an unusually large proportion are expected to be marketed before the middle of June because of the uncertainty regarding the attitude of OPA. The public has heard so much and so long about 80,000,000 cattle that they have come to believe the country is loaded with beef. The truth seems to be, if anyone knows what the facts really are, that there were only about 1,250,000 more beef cattle in this country on January 1 than there were on January 1, 1920, 26 years ago, and the government reports that there are about 2,750,000 fewer steers in the country than there were then. As far as the prospective beef supply for the future is concerned, we certainly are not going to have any surplus.

In this connection, I want to make this observation. Under present conditions there is very little incentive to feed cattle. The feedlot gains in Illinois now in the dry lot cost from 25 to 30c a pound for beef, that is, per pound of gain. Records from 1933 to 1944, a 12-year period, for 1,100 Illinois farms, showed that the men who fed cattle received an average return during those 12 years of \$121 for each \$100 worth of feed that they put into their cattle. In 1943, the average return for each \$100 of feed to cattle was \$105 on these 1,100 farms; and in 1944, it was \$107.

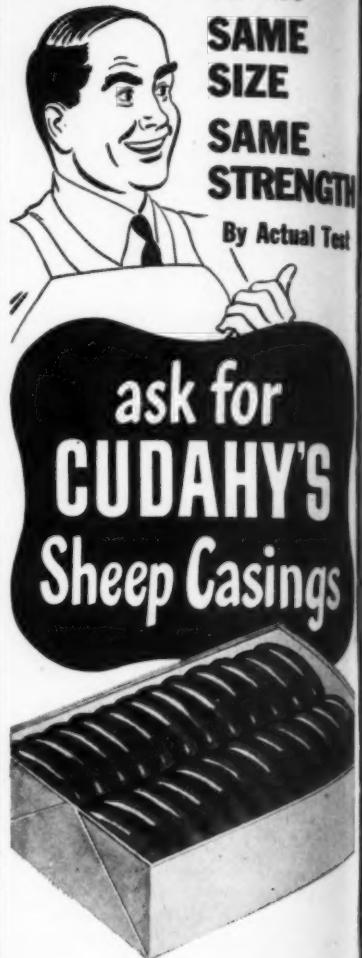
As to hogs, the situation is very uncertain because so much depends on our 1946 corn crop. Recently, there has been a very narrow profit on hogs in Illinois. Referring again to the records of the 1,100 farms, in 1943 the average return for \$100 worth of feed was \$136. In 1944, it was \$125. Our farm management people estimate that it takes at least \$130 gross return now for each \$100 worth of feed for a farmer to



"FER AND AGIN" IT

George A. Casey, president, John J. Felin & Co., Philadelphia, Pa., and Fred J. Beard, chief of the meat grading service, Department of Agriculture, Washington, D. C. Mr. Casey and Mr. Beard had a more lively chat about grading at one of the sessions.

To Get
**SAME SIZE
SAME STRENGTH**
By Actual Test



**GET SMOOTH, FINE-LOOKING,
SURE-SELLING FRANKS...**

**CUT BREAKAGE LOSSES...
DEPEND ON TWICE-TESTED**

CUDAHY'S Selected Sheep Casings

Whatever your casing needs...
orders filled quickly from over
79 different sized, fine NATURAL
CASINGS, including imported
casings.

Our Casings Sales Experts will
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THE CUDAHY PACKING CO.
221 N. LaSalle Street, Chicago 1, Illinois

THE

"Old Timer" SUGGESTS YOU



CHECK THESE ADVANTAGES Before you buy KNIVES AND PLATES

- ✓ C-D superior plates are made of a special wear-resisting alloy guaranteed to outlast two plates of any other make.
- ✓ They are available in all styles—angle hole, straight hole and tapered hole . . . reversible. Two plates for price of one.
- ✓ Are equipped with patented spring lock bushing which makes loose bushings an impossibility.
- ✓ The improved Triumph Plates have proved themselves the most economical plates in existence, cutting several million pounds of meat before sharpening is required.
- ✓ All makes and sizes of solid knives and Superior Knives, Cut-More Knives, X. L. Knives, B & K Knives—all with changeable blades.

Old Dieckmann



FAMOUS C-D REVERSIBLE PLATE

The C-D Reversible Grinder Plate combines two plates in one! All Super No. 6 plates have 2 3/4" cutting surface. Guaranteed against cracking, breaking, pitting or chipping at the cutting edge!



NEW! IMPROVED C-D CUT-MORE KNIFE

The most economical knife for large grinders. Superior to any other make so far produced. They are self-sharpening, always maintaining a razor sharp edge until the 1/8" cutting edge is worn down. They will not heat or smear the meat. They need no mechanism to change or adjust the blades, a small set-screw holds the blades securely in the holder.

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THE SPECIALTY MANUFACTURERS SALES CO.
2021 GRACE STREET • CHICAGO 18, ILLINOIS

Profit from Operation Economies
and High Quality Performance
by Standardizing on Your Use of

"Cincinnati"

Cotton Products

—for easier, quicker handling
and better product appearance

Such as

"PIN-TITE"
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and

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STOCKINETTES

We manufacture a complete line of
cotton textile products designed to
meet every packinghouse need
backed by outstanding service

Associate Member of
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Cincinnati
COTTON PRODUCTS CO.
CINCINNATI 14,
OHIO

come out satisfactorily at all on his hog operations. In my judgment, the hog ceiling price should be at least \$1 a cwt. higher than it now is.

Corn Situation Tragic

Corn prices, of course, are a vital factor in meat production and corn prices today would be a joke if the situation were not so tragic. One of the leading farmers in our section of the state was in my office last week and told me that a buyer had just been at his place and had offered him \$1.40 a bushel for every bushel of corn he could spare—cash on the table right then, no receipts, no checks and no records.

A gentleman drove up to a grain buyer's office in western Illinois a couple of weeks ago driving a brand new Hudson sedan. He told the buyer that if he would get him ten cars of corn at the OPA ceiling he would make him a present of the car.

I mention these incidents simply to show that the people who base their opinions on OPA "paper facts" can be so completely misled.

Farm wages are higher than ever and competent men are still hard to get. One man in our county has been trying to handle a 400-acre farm, keeping it going until his boys got back from the service. The two boys got back from the service a few months ago. They are now working a 40-hour week for General Motors and the old man is still struggling with that 400 acres, working 80 hours a week.

Farmers Are Fed Up

Farmers are fed up on the spreading black markets, on OPA fumbling, on strikes that prevent the production of farm machinery when it is so vitally needed and on the wave of strikes in the industries which have so effectively stalled reconversion. They are tired of paying taxes to make up subsidies to



A MAJOR DISCUSSION

Richard Reich (left), of *The National Provisioner*, greets Major Horton J. Greene, Marines, who will shortly build the Dixie Provision Co. in Montgomery, Ala. The two men had more in common than meets the eye, for Reich was only recently discharged from the Marines where he served for several years with distinction, also attaining the rank of major.



Portable — 210 LBS. COMPLETE — Automatic
TY SAUSAGE LINKER

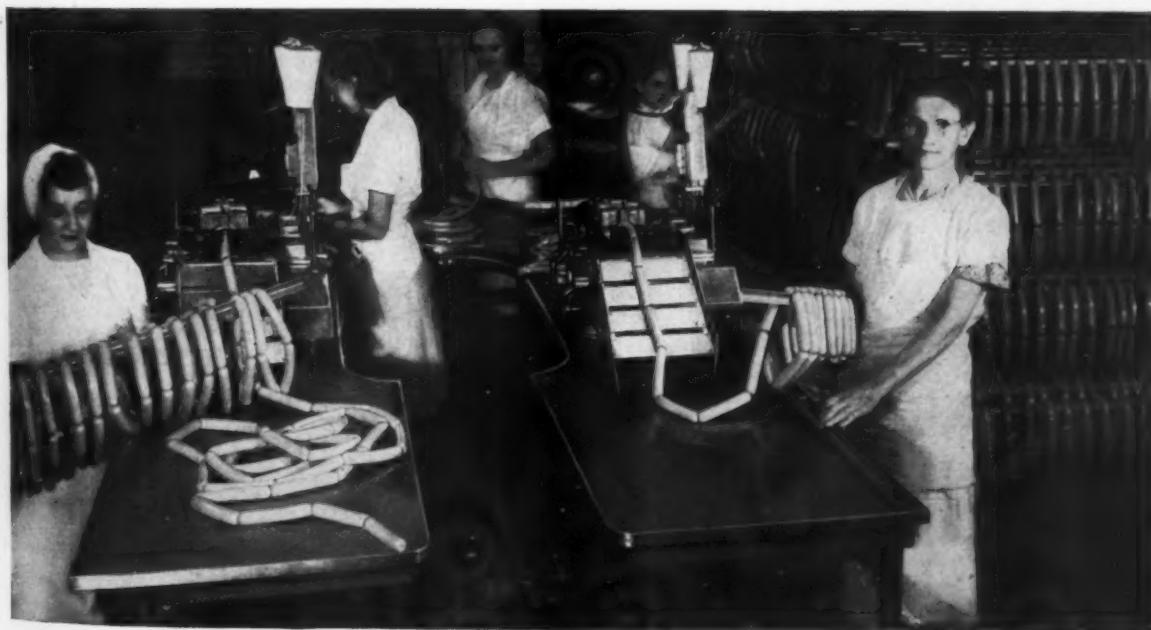
Over 1000 Ty Linkers in Use!

LENGTH: 36"

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HEIGHT: 31"

**Man Hour and Space Saving
Automatic Feeding
Uniformity of Size
Use of Unskilled Operators
Just Connect With Light Socket
Capacity of 114 Links per Minute
Any Length, 3½" to 6¼"
Any Diameter up to 35mm.**



LINKER MACHINES, INC.

**39 DIVISION STREET
NEWARK 2, NEW JERSEY**

permit the sale of meat at less than the cost of production when the nation's buying power is at the highest level it has ever been. Therefore, the farmers are not going to strain quite so hard this year to maintain meat production;

The third topic that I want to take up is the interest of stockmen and packers in competition. All of you have seen extensive publicity material that some of the nation's large packers put out, and you may recall that this material has often held up competition as the absolute safeguard of the producers' interests. Stockmen have been told that competition between packers did two jobs with never-failing perfection. First, that it insured stockmen the full value

for their livestock, no matter where or when or how it was sold, and second, it forced every packer to produce the best possible product.

Of course, this publicity did not mention that competition is double-action; it may work either upward or down.

In the last two years, one form of competition, with the determined support of OPA, has disrupted the country's hog marketing, while the black market has brought the threat of ruin to the established packers.

With reference to OPA, in the February 15 issue of the Business Bulletin of the Cleveland Trust Company, Colonel Ayres, who is one of the recognized economists and statisticians of the

United States, made this statement; and I am quoting:

"They (these data) make one wonder whether Messrs. Henderson and Bowles held prices down in Sweden, Australia, and the other countries, and whether

EXHIBITORS—1

1. HOY EQUIPMENT COMPANY, Milwaukee, Wis.: Company officials, Frank Hoy, president and H. R. De Cressey, vice president, in photo, were busy explaining the merits of Hoy stainless steel ham molds, used with a Hoy ham press, and meat loaf pans. The four features packers liked especially were: one-piece cover; no-tin side guards; ease in cleaning; and that the hams do not require re-pressing.

2. CINCINNATI COTTON PRODUCTS CO., Cincinnati, O.: The firm provided a comfy lounge for conventioneers. Due to illness, Sidney Goldfarb could not attend. In his absence, Alvin J. Goldfarb, his nephew and plant superintendent, capably handled the many visitors who stopped to discuss stockinettes. He was assisted by U. W. Zepp, regional manager. Left to right are Miss Ann Bucher, Alvin J. Goldfarb, Miss Frances Bucher, and U. W. Zepp.

3. GREAT LAKES STAMP & MANUFACTURING CO., Chicago, Ill.: The firm's booth featured branding irons and its new combination carton and casing printer. With this, it is possible to print just enough casings or cartons for each batch and specify both the brand and exact ingredients. John H. Payton, president, left, and John H. McPherson, showed how product name and words slugs are interchangeable. Printing of 1,500 to 1,800 an hour can be done easily by unskilled labor.

4. THE VILTER MFG. CO., Milwaukee, Wis.: The company supplied a welcome lounge for convention-tired NIMPA members and guests. One or another of the Vilter men, (l. to r.) R. A. Klokner, A. O. Vogel, and D. E. Perham, were always on hand to welcome visitors and tell about the Vilter ice-briquette car refrigerating system and other Vilter refrigeration machinery.

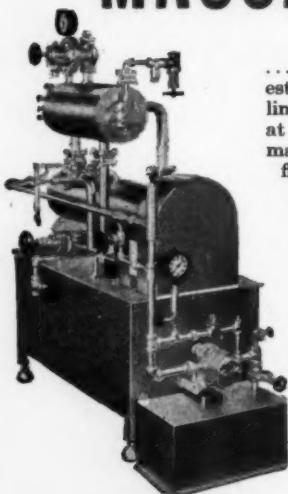
5. JOHN J. DUPPS CO., Cincinnati, O.: The Dupps display consisted of translucent photographs of Rujak rendering and slaughtering equipment. Of special interest was the newest Rujak item, a gut hasher and washer with a catch basin which catches floating fat and skimmings at the point of origin, thus preventing them from going through the entire sewer system. In photo: (left), R. L. McTavish, secretary, and John A. Dupps, president.

6. FEARN LABORATORIES, division Northwestern Yeast Co., Chicago, Ill.: The distinctive Fearn exhibit appealed to both the eye and taste . . . the "eye" went for the perfect smoked turkey on display and two bouquets of cut flowers. Fearn products appealed to packers' tastes when told of results possible when they are used regularly in flavoring and processing sausage product of all kinds. Shown in this picture of the Fearn exhibit are (l. to r.) J. P. Swift, central sales manager, E. A. Johnson, general sales manager and J. L. Wilds,

ATLANTIC GELATINE COMPANY, Woburn
HANDSCHUMACHER & COMPANY, INC., Boston
MALONEY PACKING CO., Boston
SOMERVILLE PACKING COMPANY, Somerville
SWIFT & COMPANY, Boston



A Salute to these packers of MASSACHUSETTS



... for efficiency in tackling history's greatest food supply problem. All have streamlined lard production with the VOTATOR*, at a saving in time, space, labor, and materials. In less than 18 square feet of floor space, this VOTATOR unit processes 3000 to 4000 lbs. per hour. Write for information about the complete line of VOTATOR Lard Processing Units. The Girdler Corporation, Votator Division, Dept. NP 4-3, Louisville 1, Ky. 150 Broadway, New York 7, N. Y.; 617 Johnston Bldg., Charlotte 2, N.C.

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THE CONTINUOUS, CLOSED LARD PROCESSING UNIT

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The Cincinnati Butchers' Supply Company



has built equipment for the meat packing and rendering industries since

1886

Three generations of the Schmidt family have grown to know your problems as well as their own. Two generations have "grown up in the business."

Our progress has been steady and sure through fat years and lean, until we are now considered one of the nation's largest suppliers. This growth has been based on our understanding of your problems and on our willingness to cooperate; to design your machines with intelligence and build them solidly and well; to sell our product without benefit of spectacular claims or

high pressure methods. To stand squarely behind each sale.

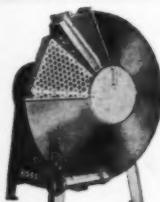
Most of the equipment offered by us to the industry incorporates exclusive, patented features unobtainable in any other machine. When you buy,

"BUY BOSS"

FOR

BEST OF SATISFACTORY SERVICE

You'll get efficiency, production and years of trouble-free, low cost operation. The illustrations below comprise only a part of the extensive line. Write for catalog.



Trip Scalder



Cooker



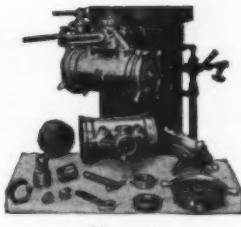
Mixer



Baby Boss Dehairer



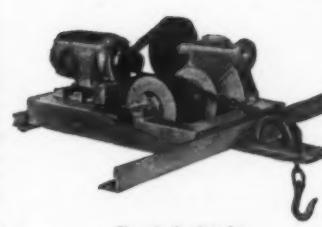
Lift



Dispenser



Automatic Larding Device



Electric Beef Hoist



Small Stock Hoist

THE
Cincinnati

BUTCHERS' SUPPLY COMPANY

Builders of



Equipment for the Meat and Rendering Industries Since 1886
BOX D, ELMWOOD PLACE STATION, CINCINNATI 16, OHIO, U. S. A.
824 W. Exchange Ave., Union Stock Yards, Chicago 5, Illinois.

they had much influence on them here."

And again in the March 15 Bulletin, Colonel Ayres said this:

"Chester Bowles wants more power than it is safe to delegate to him, and more than he has shown himself competent to handle."

There is a third field of competition which is of vital interest to both packers and stockmen—that of free and open buying competition in the public livestock markets. No livestock market should be called really competitive unless every responsible buyer in that market has equal opportunity to bid on and to buy any livestock that he needs.

You all know companies so big and

so powerful that they fear neither God nor government, and yet they tremble at a mere whisper of adverse public opinion, particularly if that be the public opinion of the livestock producers. Indeed, some of them spend large sums every year to keep that opinion favorable to their companies.

Smaller packers cannot spend comparable amounts, but where unhealthy conditions develop in the livestock markets, they can render a real service by making knowledge of those conditions available to livestock producer groups.

I come now to the last topic that I mentioned, the need of a sound and effective system of livestock marketing, and that is basic to the permanent wel-

fare of both packers and livestock producers. It is more vital to the smaller packers than to larger ones, and there

EXHIBITORS—2

1. **BASIC FOOD MATERIALS, INC., Cleveland, O.**: The company's eye-catching exhibit displayed samples of the complete line of B.F.M. seasonings. Ray F. Beeren, president, and packers alike were enthusiastic about their new country style minced ham seasoning, which "makes minced ham taste like baked ham". . . also new wire molds for minced ham (chromium plated for ease of cleaning and durability). In photo are K. G. Potts, left, and Ray F. Beeren.

2. **U. S. THERMO CONTROL CO., Minneapolis, Minn.**: The firm had on display Model D-10 Thermo King, a mechanical refrigeration unit for insulated trucks and trailers that is light weight (about 750 lbs.), automatic in temperature control, and works independently (no connection to tractor or truck motor) at terminal, during travel or breakdowns. It takes no loading space so increases pay-load space to the maximum. In photo are, left, M. B. Green, sales manager, and V. L. Elias.

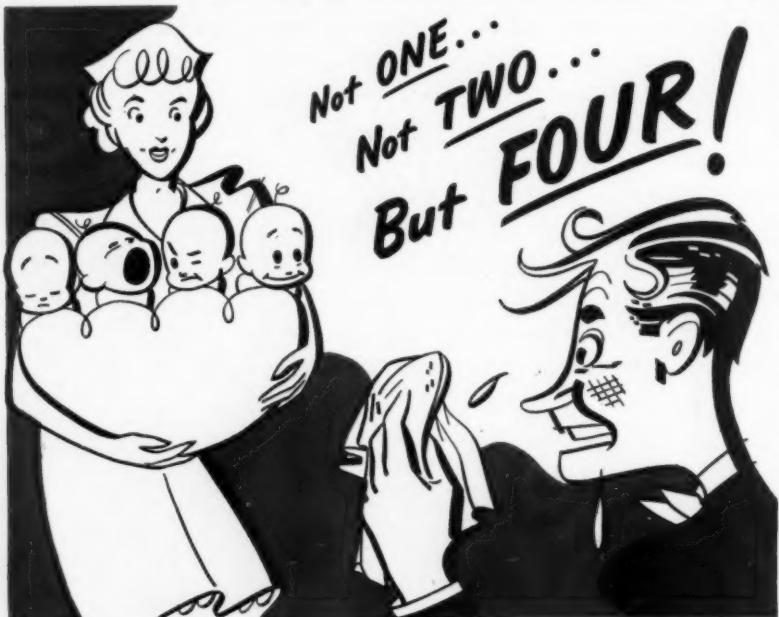
3. **ADVANCE OVEN CO., St. Louis Mo.**: This manufacturer installed a 96-loaf stainless steel oven, the biggest single piece of equipment in operation in the entire exposition hall. The untiring efforts of the three-man "crew", (l. to r.): Henry Rottermann, president, M. H. Rottermann and C. K. Dorsey, vice presidents, were well rewarded by the extra attention this two-booth-sized oven received.

4. **HYDRO-TEX CORPORATION, Chicago, Ill.**: The company featured actual samples of new Hydro-Glass all-plastic aprons and sleeve protectors for packinghouse workers. This improved material is pliable, elastic, and yet durable, resistant to most acids, oil, heat, cold, abrasions, and staining. Charles P. O'Brien, Chicago, left, and Julian Hirsch, Wis., answered queries.

5. **B. H. BUNN CO., Chicago, Ill.**: Harry E. Bunn, vice president, reported many actual orders resulted from his demonstration of the two Bunn tying machines shown:

1. The ham tyer, which will package a ham in 7/100 of a minute; 2. The package tyer for packages of various sizes and shapes. Substantial savings of labor and up to 15 per cent of twine are what appeal to packers.

6. **E. G. JAMES CO., Chicago, Ill.**: This supplier displayed actual packinghouse equipment: sausage meat trucks; Allen-Bradley electric controlling apparatus; Conco torpedo electric hoist; Alumi-Lug meat handling nesting containers; gravity conveyors; freezer trays; hand and platform trucks. In photo (l. to r.): Warren G. Henry, manager, equipment division; Maurice Gordon, J. M. Gordon Co., Los Angeles, Calif.; Wm. Russell, Cloverdale Products, Mandan, N. D.; E. W. Hendricks, E. G. James Co.; D. L. Carr, Conco Engineering Works, Mendota, Ill.; R. L. Park, Addison, Ill., and Henry C. Feagan, president, Skipper Meat Products Co., Cleveland, O.



GOOD Reasons to Buy from BEMIS

1. For years we've worked with the meat packing industry—know their needs and standards.

2. Bemis Bags, covers and other textile products are tops in quality.

3. Bemis provides a single source of supply for textile products—conerves ordering time and effort.

4. Bemis plants and sales offices span the country—assure prompt service.

BEMIS PRODUCTS SERVING THE MEAT PACKING INDUSTRY

Lard press cloths • parchment lined pork sausage bags • ready-to-serve meat bags • cheesecloth • beef neck wipes • bleaching cloths • scale covers • inside truck covers

delivery truck covers • cotton and burlap ham and bacon bags • cotton tierce liners • roll or numbered duck for press or filter cloths.

BEMIS BRO. BAG CO.

Baltimore • Boise • Boston • Brooklyn • Buffalo • Charlotte • Chicago • Denver • Detroit • East Peppercell • Houston • Indianapolis • Kansas City • Los Angeles • Louisville • Memphis • Minneapolis • Mobile

New Orleans • New York City • Norfolk • Oklahoma City • Omaha • Orlando • Peoria • St. Helens, Ore. • St. Louis • Salina • Salt Lake City • San Francisco • Seattle • Wichita • Wilmington, Calif.





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are about three things that I want to mention to you in that connection at this time.

First, as you are all aware, two general methods of selling livestock are in use today. One of these is the public livestock markets and the other is what is commonly called direct marketing. With direct marketing being fostered

by many of the larger packers, with local markets subsidized by preferential freight rates, and with OPA penalizing farmers who send their hogs to the public markets, it is not surprising that these public markets have lost ground. The situation is critical. For the first two months of this year, practically two-thirds of the hogs, half the calves

and over 40 per cent of the sheep and lambs slaughtered under federal inspection were purchased outside of the public stock yards.

One may well ask, "How long can the public markets continue to operate, to be effective price-determining factors, with so much of the livestock volume diverted?" Public markets are invaluable.

EXHIBITORS—3

1. BUILDICE COMPANY, INC., Chicago, Ill.: The Buildice booth showed pictures of compressors and typical installations of Buildice refrigerating units in meat packing establishments, salient features of which were explained to NIMPA members by J. A. Schmitz. Literature describing various refrigeration equipment made or distributed by Buildice Company was on display. In photo, (l. to r.) J. A. Schmitz, advertising manager; J. A. Heinzelman, president; H. O. Jackson, purchasing agent, Swift & Company, and R. A. Espe, sales engineer.

2. THE NATIONAL PROVISIONER, Chicago, Ill.: *The Provisioner* maintained a unique "Service Center," the busiest single spot on the exhibition floor. NIMPA members and suppliers registered here to keep in constant touch with office and home. The NP staff was taxed to capacity in taking and delivering local and long distance calls received on NP "Service Center" telephones. A complete Hospital-

ity Room Directory was also referred to constantly and printed copies were given interested suppliers, brokers and NIMPA packers. In photo, left to right: Miss Lilian Carlberg and Mrs. Eleanor Kummer.

3. TENDERAY DIVISION OF WESTINGHOUSE ELECTRIC CORPORATION, Bloomfield, N. J.: This company was represented by Lou J. Menges, manager, and other Tenderay engineers. Their booth provided another convention rest haven, with an inviting flower-decked literature table to attract "visiting firemen" who were looking for stimulating ideas. In photo are, Lou J. Menges (left), and C. H. Settlage, A. H. Haeseler Building & Construction Co., St. Louis, Mo.

4. TOWNSEND ENGINEERING CO., Des Moines, Ia.: This firm had the Townsend skinning and fleshing machine in operation. Ray T. Townsend, president, told how this enables packers to skin various pork items quickly and with a minimum of unskilled labor so the skins can be saved and sold for gelatin at an increased profit. An operator can keep five boners busy, handling over 350 picnics an hour. In

photo (l. to r.) Joseph Slotkowski, Slotkowski Sausage Co., Chicago; Ray T. Townsend and Miss Jo Anne Higgins of Townsend, and Ted Nowak, Kitchener Packers, Ltd., Kitchener, Ontario, Canada.

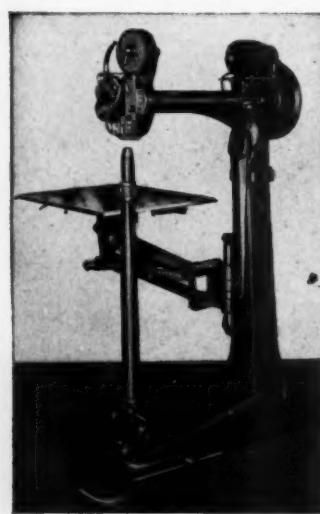
5. CINCINNATI BUTCHERS SUPPLY CO., Cincinnati, O.: This display showed a colored sky view of the Boss plant with illuminated closeups of Boss dehairing machines, meat grinder, silent cutter, vacuum mixer, hog and rendering tank. Herman C. Schmidt, president, was genial host, and is shown at right in photo with Peter Kuntz, Kuntz Casing Co., Cincinnati, O.

6. SPECIALTY MANUFACTURERS SALES CO., Chicago Ill.: The booth displayed the full line of C-D grinder knives and plates, the standard 2- and 4-arm cutter-knives for coarse hole and fine hole plates, and the new 8-arm knife which cuts twice as fine as a standard 4-arm knife. "Old Timer" C. W. Dieckmann was again in evidence, ably assisted by Charles W. Hess, Harold Mitchell and Miss Virnell Disch. In photo are J. A. Klod (left), shop foreman, and Charles W. Hess, manager of the company.

BLISS TOP and BOTTOM STITCHER

This Combination Stitcher Performs Two Important Shipping Operations:

1. Wire stitches the tops of BLISS BOXES after they are filled. 2. Wire stitches the bottoms and tops of regular SLOTTED CONTAINERS.

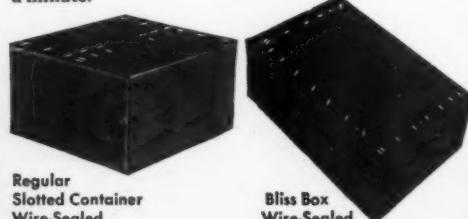


Set Up for Bottom Stitching

Many packers have found this double duty Stitcher to be economical and practical in Filling and Shipping Departments where both the Bliss Boxes and regular Slotted Containers are filled and sealed.

This stitcher is especially suitable in the smaller shipping departments where installation of separate top and bottom stitchers is not warranted.

Change from top to bottom stitching requires only a minute.



Wire stitching both top and bottom provides a uniformly secure closure and gives added strength and rigidity to the case.

Ask for Literature!



Set Up for Top Stitching

DEXTER FOLDER COMPANY, 330 West 42nd Street, New York 18, N. Y.

Chicago: 117 West Harrison Street

Philadelphia: 387 Bourse Building

Cincinnati: 1335 Paxton Street

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20, 1948

ble, both to packers and to livestock producers, and as livestock selling becomes more decentralized, more and more price inequalities will develop, both as between localities and as between buyers.

The second point in connection with this matter of sound livestock marketing is an important one, and that is that the central livestock markets have too often failed to pay premium prices for premium quality livestock. This has been particularly true in calves and lambs, to a lesser degree in hogs. And you know what groups have been responsible for that condition and why it was brought about.

A couple of years ago I met a livestock salesman from the South San Francisco Stockyards. He told me about an incident that had happened on that market just a short time before. A car-load of very fancy hogs came into the market and a small packer bought them, paying 35c a cwt. more than any hogs had sold for on that day. He said the next morning a representative of one of the larger packers stormed into the office of the stockyards company and protested very vigorously because the small packer had been allowed to pay that premium. He was reported as concluding his protest in these words: "Don't you know that that 35c on that one load of hogs cost me \$1,000 at my country buying points yesterday?"

At a meeting here in Chicago, Warren Fuqua of the St. Louis Producers,

EXHIBITORS—4

1. VOTATOR DIVISION, THE GIRDLER CORPORATION, Louisville, Ky.: A graphic cross-section drawing of the Votator was used to show how this continuous, closed chilling system works in processing lard to control its texture, consistency and color. J. E. Slaughter reported savings accrue from lower refrigeration costs and less labor, for three or four Votators require only one operator who can attend mainly to filling packages. In photo are, John E. Slaughter (left), vice-president, and S. N. Welch, eastern sales manager.

2. STEELCOTE MFG. CO., St. Louis, Mo.: Naturally, the Steelcote exhibit featured Damp-Tex, "the enamel that sticks to wet surfaces." George F. Niedt, president, in photo at left, H. W. Strand, at right, and A. H. Silver, not in photo, field engineer, explained how Damp-Tex solves the wet surface painting problem for packers who must maintain clean, sanitary conditions without interrupting normal operations.

3. MILPRINT, INC., Milwaukee, Wis.: The company featured Mil-O-Seal, a product of Pliofilm, for loaves, cooked hams and pre-processed meat products. Mil-O-Seal protects against shrinkage, mold, slime and color loss, because it is non-porous and makes a heat-sealed airtight package. The exhibit, in charge of Jack Manion, manager of the Meat Packers Division, featured flexible packaging and nation-wide distribu-

tion from strategically located Milprint plants. In photo (l. to r.) Cliff Williams, Jack Manion and Howard Schmidt, division sales manager.

4. H. J. MAYER & SONS CO., Chicago, Ill.: Many old and new friends were welcomed at the Mayer booth by H. J. Mayer's three sons, Charles F., Frank A., and Sebastian A.. Enlargements of five two-color advertisements from *The National Provisioner* supplied the background for their talks to packers about Mayer's 3-day ham cure and sausage seasonings. In photo are Frank A. Mayer (left) and Frank X. Wurger (right).

5. THE V. D. ANDERSON CO., Cleveland, O.: This firm showed pictures of models of its crackling expellers, and Anderson sales engineers J. E. Castino, at left, W. H. McCormac, at right, and F. B. Bessing, and J. C. Lundmark, (not in picture) were there to show NIMPA members its features. A list of plants having Anderson expellers was evidence of their wide use by leading packers.

6. ENTERPRISE INCORPORATED, Dallas, Tex.: The company used a color painting of their plant and the new EBSCO stainless steel steam jacketed kettle as booth atmosphere. This display stressed the completeness of the EBSCO line of packing-house, sausage manufacturing and rendering equipment and supplies for plants especially in the Southwest. In photo (l. to r.) are F. S. Pruitt, Don Kemp, Baldwin Smith, treasurer, John E. Smith's Sons Co., Buffalo, N. Y., and H. K. Hirsch, sales manager of Enterprise Incorporated.



Fresh
Pork Cuts
and
Tru-Flavor
Pure Lard

Reliable Packing Co.

1440 W. 47th Street U. S. Yards

CHICAGO 9, ILLINOIS

DRESSED HOGS

SMOKED MEATS

CANNED MEATS

Hilprin
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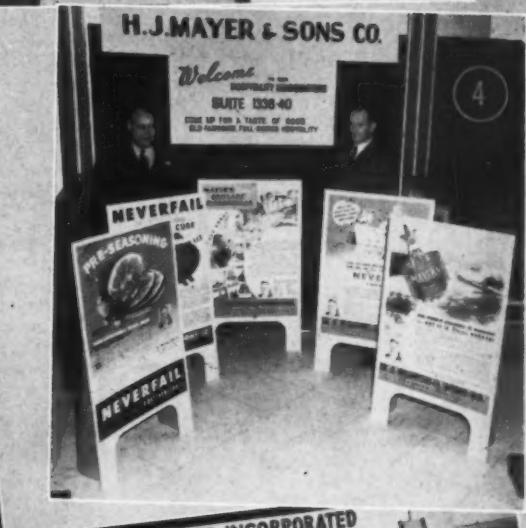
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ril 20, 1946



whom I mentioned a moment ago, told of their experience in selling graded lambs at the National Stockyards. I am quoting from Mr. Fuqua's paper:

".... a carload of graded lambs from Columbia, Mo., shipped to the St. Louis market and sold by us on June 12, 1928, dressed 54 per cent. These lambs cost the buyer \$17. Second-grade cost the buyer \$16.00. This price on the red marked lambs was slightly over the regular top of the St. Louis market that day.

"In a letter written by the purchaser of these lambs to the animal husbandry extension specialist of the college, he stated the graded lambs that cost \$17 were the cheapest lambs he purchased that day and about the cheapest lambs purchased all season, dressing percentage and carcass value considered. With results like these in their records, why is it that the packers today on the St. Louis market state that they will give just as much for mine-run lambs as they will give for graded lambs?"

That attitude does not encourage livestock improvement, but it does definitely do two things. It makes it easy for local markets to establish a "high top" price on a few animals or a few lots, thus making the central market look bad. And, second, it makes it easy for the packer to buy choice livestock in the country on the basis of a mine-run top on the public market.

Partly as a result of this failure by the markets to pay for premium quality,

there is now a demand that slaughter livestock be sold on the basis of carcass weight and grade. It is said that three of our midwest agricultural colleges

EXHIBITORS—5

1. MARTIN H. LIPTON COMPANY, INC., New York, and KEYSTONE BROKERAGE CO., Philadelphia, Pa.: Two smoke units were exhibited, a standard smoker and a brand new number unveiled for the first time. Martin H. Lipton, president, and W. Robertson, of Keystone explained how their use saves considerable on shrinkage, saves sawdust, gives better color, results in a clean product, free of dust and creosote streaks without fire hazard, and makes cleaning of smokehouses unnecessary. In photo: H. L. Fleischer (left), general manager, Packers Products Co., Cleveland, O., and Martin H. Lipton.

2. R. T. RANDALL & CO., Philadelphia, Pa.: The firm was represented by Wayne H. Randall, treasurer, in photo, who for years has been active in the field and who recently took over managerial duties since the death of his brother, R. T. Randall, jr. The exhibit was comprised of photographs of the Randall sausage stuffer, Perfection meat and cheese cutters, and ovens.

3. ANEMOSTAT CORPORATION OF AMERICA, New York: Anemostat was represented by M. P. Burt of Himelblau, Byfield & Co., who cited cases where Anemostats were profitably used in coolers and smokehouses. The profit came from marked

reduction in shrinkage, from one to two lbs. per carcass in beef coolers, and more uniformly smoked meats.

4. THE GRIFFITH LABORATORIES, Chicago, Ill.: Their exhibit showed how they serve the meat industries with Prague Powder, purified seasonings, liquid and dry soluble flavorings, cereals and binders. A cross-section photograph showed the penetration of pickle in a ham after arterial injection with a Griffith pickle pump. Harry L. Gleason, vice president, in photo, was in charge.

5. MARATHON CORP., Menasha, Wis.: This exhibit was the first public showing of Kartridg-Pak, their new method of automatically branding, banding and "packaging" frankfurters or sausage in natural or artificial casings. Each is individually banded yet is delivered in a cartridge of 12 to 17 ready for cartoning and later retail display. Packers kept M. A. Dawson, Frank L. Boeren, director of product development, and John Bonini, left to right in photo, and John Snyder, manager, meat and vegetable oil packaging sales, and others busy every minute.

6. EXACT WEIGHT SCALE CO., Columbus, Ohio: This manufacturer had on display two of the various check-weighting scales they make for the meatpacking and allied industries: one for sliced bacon, chipped beef, or sausage, and a popular duty scale for packaging up to 12 lbs. capacity. They keep packages always uniform by showing which are over or under weight. W. A. Scheurer (left), vice president in charge of sales, and J. H. Down, Chicago district manager.

There is NO substitute for B & D Stainless Steel Meat Loaf Pans

One of the major reasons for using stainless steel in B & D Meat Loaf Pans is its inherent high resistance to rust and corrosion.

Easy to clean, sanitary surfaces, non-contaminating—all lead to low ultimate costs. B & D Stainless Steel Meat Loaf Pans have universal acceptance in the meat packing industry.

NOW you can secure B & D Stainless Steel Meat Loaf
Pans in Any Quantity. Write or Wire Your Needs

B E S T & D O N O V A N

also manufacturers of the famous line of B & D electrical pork and beef saws

332 SO. MICHIGAN AVE. CHICAGO 4, ILL.



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EBSCO

for Service

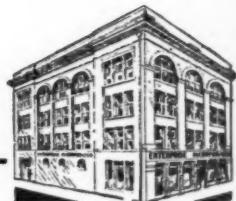
**MODERN EQUIPMENT FOR
SAUSAGE ROOM
KILLING ROOM
RENDERING DEPARTMENT
LARD ROOM
SUPPLIES**

Enterprise Incorporated

612-614 ELM STREET
DALLAS 2, TEXAS

Manufacturers and Distributors of

MEAT PACKERS' and SAUSAGE FACTORY EQUIPMENT and SUPPLIES



"EBSCO"
PRODUCTS
SINCE 1905

From table tops to cooking kettles, such as this one shown here, many different types of meat packing and processing equipment can be fabricated readily and easily from Republic ENDURO Stainless Steel.



Enduro Pays in many ways *

Corrosion- and rust-resistance—ease of cleaning—inherent cleanliness—long equipment life—these are important advantages of Republic ENDURO Stainless Steel. Also important, from an initial equipment cost standpoint, is the ease with which ENDURO can be fabricated into meat packing and processing equipment.

While reasonable care must be taken in working any of the stainless steels, Republic ENDURO fabricates readily and easily in most cases with the same equip-

ment used in working ordinary carbon steel analyses. For complete details pertaining to the fabricating and welding of Republic ENDURO Stainless Steel, or information on ENDURO's many other cost-saving advantages, write to:

REPUBLIC STEEL CORPORATION
Alloy Steel Division • Massillon, Ohio
GENERAL OFFICES • CLEVELAND 1, OHIO
Export Department: Chrysler Building, New York 17, N.Y.



Other Republic Products include Carbon and Alloy Steels.



are actively supporting this movement.

Before demanding sale of all slaughter livestock on a carcass basis, it would seem desirable to know both sides of the problem, both the advantages and disadvantages from the packers' and the producers' standpoints, and from the standpoint of eastern as well as midwestern packers. Indeed, we should have the opinions of representatives of meat packers in all sections.

The third point is simply this, that during this period, livestock producers have been selling about \$5,000,000,000 worth of livestock a year. They sell \$2,000,000,000 worth normally, even in peace times, and there probably is no industry in the country selling that dollar volume of product and giving as little attention to its sales program as the livestock industry does.

Yet this is not altogether surprising. For the last 20 years, the U. S. Department of Agriculture, as well as many of our leading colleges, has been telling farmers that they don't need markets and don't need livestock salesmen; that all they need is a market report and a nearby buyer; that the radio or telephone makes a competent salesman of any farmer.

This program has centered the attention of farmers on saving marketing expense and today packers spend bushels of money yearly to sell producers on this program of selling at home. The entire field is in more confusion than most of us have ever seen and in peri-

EXHIBITORS—6

1. U. S. SLICING MACHINE CO., La Porte, Ind.: In its exhibit, the firm could show only a picture of its heavy duty bacon slicer, since space was insufficient to install the machine itself. However, Z. K. Lamber, in picture at left, and H. A. Heckel were at the convention to tell of its unique features, which included planetary action, circular concave knife and automatic sharpener.

2. REYNOLDS ELECTRIC CO., Chicago, Ill.: This company featured the Reco method of air motion control in coolers, which keeps ceilings dry, refrigerating coils free of frost and circulates moist air off the refrigerating coils evenly throughout. Clyde Tompkins, advertising manager, shown in photo, and Robert Hemman, operated actual Radi-Air air circulators, refrigerator and fly chaser fans on exhibit.

3. AUTOMATIC TRANSPORTATION CO., Chicago, Ill.: This manufacturer exhibited a motorized hand truck which is generally known as "the all-electric Transporter for pallet and platform loads." Three models are: Fork- and platform-type lift trucks, also the transtractor, a tractor for pulling 6,000-lb.-load intraplant trailers. They are powered by a heavy duty battery, good for 8 hours and removable for overnight recharging. In photo are P. J. Scribner (left) and R. M. Whitney, assistant advertising manager.

4. JOHN E. SMITH'S SONS CO., Buf-

falo, N. Y.: This firm's colorful display showed enlarged photographs of its "quality sausage making machines" and front covers of special catalogs for sausage meat grinders, silent cutters, meat mixers and stuffers. Baldwin Smith was in the booth most of the time except when relieved by Jason B. Sabien and other Smith representatives. In photo are Baldwin Smith (left), treasurer, and Walter J. Richter (right), vice-president, of Chicago.

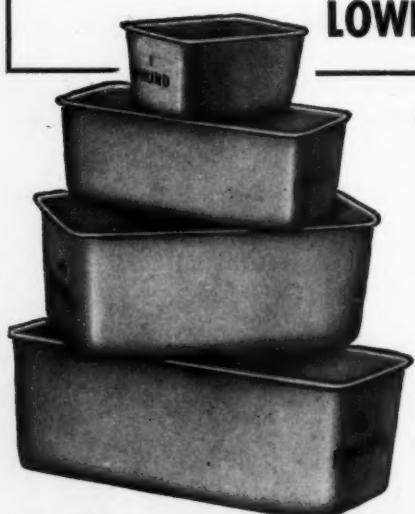
5. BASIC VEGETABLE PRODUCTS CO., Vacaville, Calif.: This organization was represented by E. C. Hoxie, Chicago sales manager. The display showed Basic's full line of dehydrated onion and garlic, from fine powder to chips and slices, used for flavoring meat products. The newest product is mello-toasted onion powder which imparts a braised onion flavor to Braunschweiger sausage. In photo (l. to r.) are E. C. Hoxie, midwest sales manager, J. Benzes, Chicago representative, and P. J. Schlueter, northwest representative.

6. NORDIGARD CORP., Chicago Ill.: This affiliate of Wm. J. Stange Company had their research chemist, J. Adams, demonstrating NDGA anti-oxidant. He used an aeration apparatus to show that 4-hour steam-rendered lard, protected with .005 per cent of NDGA anti-oxidant, remained fresh and free from oxidative odors while the same lard, with no NDGA added, showed rancidity in a short time. In photo (l. to r.) are Bruce Durling; D. J. Ristelman, advertising manager; C. W. Hughes, resident chemist; J. D. Foran; Seb J. Davin; David S. Nay, and Irving Zeiss.

LIFETIME STAINLESS STEEL MEAT MOLD BAKE PANS

Increase Profits THROUGH
LOWER PRODUCTION COSTS on Meat Loaves

Approved by The American Meat Institute



No refinishing, replacement or repair on Stainless Steel Meat Mold Bake Pans made by LIDSEEN! They always stay bright and clean, because their silver-like surface is rust-proof, corrosion-resisting, stainless.

These efficient Stainless Steel Pans pay for themselves over and over—in lower cleaning costs, reduced labor costs and long, trouble-free service. They cost far less to use.

Made in five universal sizes, to handle scrapple and 1, 3, 4, 5, 6 and 8 lb. loaves. Furnished with or without covers. Write for complete details and prices today!

GUSTAVE LIDSEEN, INC.

832-840 S. CENTRAL AVE. • CHICAGO 44, ILL.
Phones AUS tin 2481-82

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April 20, 1946

U.S. SLICING MACHINE COMPANY



WILCOX ELECTRIC CO. CHICAGO ILLINOIS



AUTOMATIC TRANSPORTATION CO. CHICAGO, ILLINOIS

TRANSPORTER

Authorized Name Trucks

John W. Rimbach, Pres.

Automatic Transportation Co.

1000 N. Dearborn St., Chicago, Ill.

3

JOHN E. SMITH'S SONS CO. BUFFALO, NEW YORK

HOSPITALITY
ROOM 434.

Buffalo
QUALITY SAUSAGE
MAKING MACHINES

4

ASK TEL-FILE PRODUCTS COMPANY YACAVILLE, CALIFORNIA

ONION & GARLIC
HEADQUARTERS

5

NORDIGARD CORP.

In affiliation with the J. Marcy Company

6

AERATION OF LARD AT
200' TERRAIN STABILIZED
WITH ONE ONE-THOUSAND-Pound
NODGA ANTI-SLIPPER

AFTER THREE MONTHS RESEARCH, THE FAMOUS CONSULTING CHEMIST
JEAN E. HANACHE REPORTS ON

THE LIPTON SMOKE UNIT

"Therefore, in conclusion it may be definitely stated that the Lipton Smoke Unit revolutionizes the smoking processes, for its benefits are sanitary, fire preventive and quality improving. With the Lipton Smoke Unit (a) all dust, dirt, ash, soot, etc. are removed before setting on the surface of the food. (b) Fire hazard is less, for any spark that may enter the smoke house is extinguished before smoke leaves the unit. (c) By removing the undesirable dust, dirt, etc. the color is brighter and better developed. (d) By removing from the smoke all the excess creosotes and phenols the flavor becomes milder and more palatable."

Yours very truly,
Jean E. Hanache



If you are interested in cutting your sawdust bill in half and in eliminating cleaning tar and resin from your smoke house write

MARTIN H. LIPTON CO., INC.

55 West Forty Second Street
New York 18, New York



TOTAL: 81 YEARS
CAN YOU USE THIS KIND OF
KETTLE PERFORMANCE?

Derby Food Products, Chicago, Ill.



The steam jacketed kettles shown here have a combined age of 81 years. Four of them have been in service for 18 years!

But that isn't all. Now, Wear-Ever engineers are making equipment of a tougher, stronger alloy than any ever before practical. It promises extra years of constant use.

Wear-Ever aluminum kettles, moreover, go beyond durability. Aluminum diffuses heat so evenly that the whole kettle cooks the food, even above the "jacket line". Aluminum is friendly to food, too... protects the flavor, taste and purity of your products.

Tear out this advertisement now, as a reminder to look into the many advantages of Wear-Ever aluminum kettles, trucks, meat tubs and ingredient containers. The Aluminum Cooking Utensil Co., 404 Wear-Ever Building, New Kensington, Pa.

PUTTING THE PRESSURE ON

This giant press exerts tremendous pressures in forming Wear-Ever steam jacketed kettles and other meat packing equipment. Result: a harder, more durable metal than ever before practical for use in your plant.

Now...
MORE WEAR
THAN EVER
IN -

Made of the metal that cooks best
... easy to clean

WEAR-EVER ALUMINUM

ods of confusion, it is often the smaller operator who gets hurt.

Far-reaching changes are in process in livestock marketing. How will they affect your companies, your opportunity to get the kind of livestock you want, to get it on an equality with your most active and your most determined competitors? Every market man knows it has been the independent packer who helped to maintain buying competition in the livestock markets, who has often set the pace in the meat industry. Thinking stockmen want to know in which direction they should move in trying to plan their future marketings.



COME FROM OLD KENTUCKY

Three merchandising experts from the C. Rice Packing Co., Covington, Ky. (l. to r.), W. L. Stanley, sales manager, and J. C. Frilling and R. L. Carr, advertising board.

PROBLEMS IN PACKAGING MEAT PRODUCTS

THE second speaker on the April 12 program was Robert O. Hockman, Kroger Food Foundation, who spoke on meat packaging problems.

ROBERT O. HOCKMAN: Prepackaged meat is really a relatively new concept, and as such is burdened with many problems related to all phases of meat handling. Among them are the application of merchandising principles and certain labor aspects. These, however, are not within the province of the chemist and, since the Kroger Company is not merchandising pre-cut meat, the work in this paper was confined to developing the technological principles of the subject. Other procedures and processes which influence the final product are the methods of the grower, slaughterer, meat cutter, and transporter. There is insufficient time to discuss all of these in any detail. However, I would like to point out to you some of the problems related to packaging fresh, frozen and processed meat, how some of these problems were solved, and how these problems relate to those which, although not directly concerned with packaging, do exert a definite influence on the packaged product.

Unfortunately very little basic in-

formation is available on the reactions which I will discuss.

Packaging of fresh meat requires first of all, an attractive, clean, visible packaging material. Transparency is almost mandatory. The customer has a right to see what she gets and she exercises it. While there are many varieties of packaging materials available which satisfy these general requirements, thus far it has been found that the cellophanes come closest to satisfying the requirements of packaging fresh meats.

Experimental cellophanes, not now in production for commercial use, have been developed, which, within limitations explained later, do a good job of conserving fresh meat color. Many experiments have been made in the past few years on the wrapping of fresh beef in consumer cuts. The general experience of any one who does not have a thorough knowledge of the materials being used for the packaging has been disappointment. The moisture-proof grades of cellophane and other like materials do not do a good wrapping job for several reasons, among which are—smothering, formation of off-colors and the formation of peculiar odors.

Those who have tried the packaging of fresh meat, especially beef, in car-

LOOK FOR THIS TRADEMARK

NOW...
TWO OF THE NATION'S
LARGEST HOTEL AND
RESTAURANT SUPPLY HOUSES
Select
EQUIP THEIR NEW FABRICATING PLANTS WITH
Stainless Steel

PHIL HANTOVER, INC. are proud to announce they were chosen by Burnett Meat Company and American Meat Company to furnish them with stainless steel equipment such as cutting, trimming and utility tables. These two companies have an enviable record as purveyors of fine meats; catering exclusively to restaurants, hotels and institutions throughout the nation.

PHIL HANTOVER, INC. wish to thank them for this honor and confidence and wish them continued success in their new plants.

for the Best in Packing House Supplies call or write

PHIL HANTOVER, INC.

GENERAL OFFICES: 1817 BALTIMORE, KANSAS CITY, MO.

board containers, overwrapped with a transparent material, have often found that a sort of pan burning effect occurs where the meat is in contact with the surface of the cardboard container and the meat becomes off-color and frequently picks up odors associated with the packaging medium.

Those who have ventured into pre-packaged meat have often experienced no end of difficulties brought on by the use of improper storage or display case temperatures. Dealing with these factors one at a time we can cover briefly what has been done up to now; and with these limitations in mind one can form an estimate of the future for packaged fresh meat.

Meat Color Range Wide

First of all, with regard to color. Meat colors are variable within a range which, although not ordinarily realized to be such, is rather wide. The breed of animal, the type of feeding, the efficiency of slaughtering, and pre-slaughtering operations—all these can influence color of the final piece of beef-steak. Even more important is the time the piece of beef has been exposed to the air after cutting and before packaging. Fresh beef when cut has a more or less purplish-red hue representing the true color of the flesh. However, this purple-red coloration is rapidly replaced by a bright red characteristic color caused by the oxidation of the hemoglobin present in the meat. With some materials, if the meat is wrapped directly after cutting, before this hemoglobin oxide formation has come about, the expected reaction will never occur. In using some other materials which are slightly oxygen permeable, the reaction will occur in time. Using still other groups of materials, the usual reaction never occurs and instead of it a reaction between chemical elements in the wrapper and the meat occurs. In these cases peculiar colors often appear.

Peach paper has long been used by the meat industry, perhaps because it preserves the fresh color of beef. There is some question as to whether or not this effect is chemical, physical or a combination of the two. By chemical,

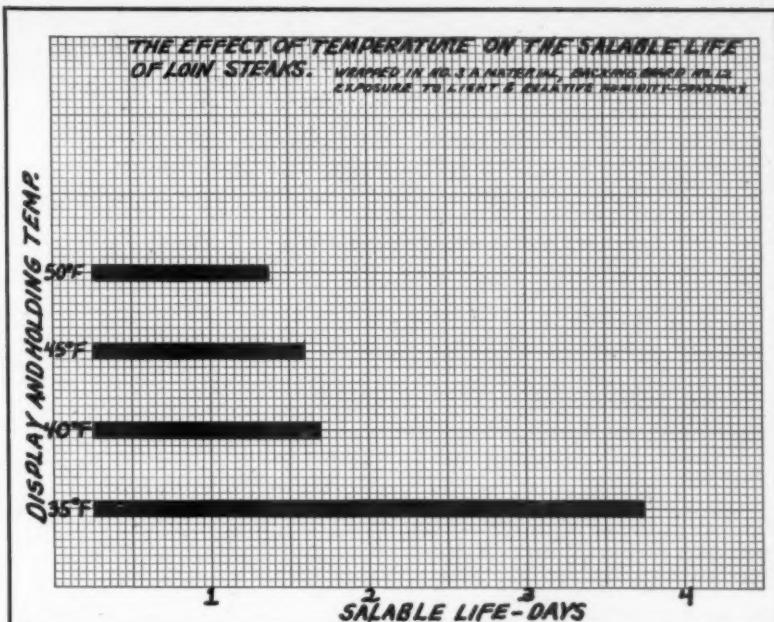


FIGURE 1. GRAPHICAL EXPRESSION OF THE RELATION OF SALABLE LIFE TO DISPLAY AND HOLDING TEMPERATURE.

it is meant that something in the peach paper reacts with the meat; by physical, that the mere separation of two pieces of meat or two surfaces of meat with a permeable material, such as peach paper, permits both surfaces of the meat to be in contact with small amounts of oxygen, either entrapped or absorbed by the paper. At the present time, it is believed both types of reaction occur simultaneously.

One of the common reactions which occurs in wrapping meat in cellophanes or similar materials is a reaction between the coating on the film and the meat. This always results in a brown color formation, which is distasteful looking but not necessarily harmful. Generally this brown color is a surface reaction, although in some instances it may penetrate as much as $\frac{1}{4}$ inch.

The new meat wrapper mentioned previously is different from other ma-

terials in that it does not contain a nitro-cellulose coating on one side—the side which is placed next to the meat. The final product can be described as semi-moisture proof, contributing to low shrinkage during the period of sale, and maintaining natural meat color.

Caring for Drip Loss

Selection of the wrapping material for the meat is not by any means the complete answer. In order that fresh meat can be displayed and sold, provision must be made for removal of mechanical drip losses or weepage. Otherwise, under retail conditions we encounter an unsightly piece of meat with accumulated meat juices, wrapped in what originally might have resembled a transparent wrapper. To solve this problem, use is made of a backing board or tray for the wrapped meat product in which the board is incorporated as a part of the package. A little experimentation will show, however, that it is not desirable to employ just any type of backing board. Carton manufacturers and boxboard manufacturers have been able to provide a special type of board which will not cause discoloration of the meat, will provide some absorbency so that mechanical weepage is absorbed, and will not disfigure the package externally. Such boards impart satisfactory rigidity to the whole unit, permitting the stacking of the product, and contributing to a neat, attractive sales display.

Having determined how the meat is to be packaged and what materials should be used, we must decide what is to be done with it on display and sale. Should the meat be merchandised on a self-service basis? If so, should use be made of an open-type self-service meat case,



GOVERNMENT IS
IN THE MIDDLE
FOR ONCE

Leon Bosch of the OPA in Washington is flanked by Wells Hunt (left), Wm. Schluderberg - T. J. Kurde Co. of Baltimore, Md., and J. E. O'Neill, president, Mission Provision Co., San Antonio, Tex., and 1945-46 first vice president of NIMPA.

from which the customer makes all selection, being guided by appearance and label information? What kind of label should be used? Should it be inserted inside the package, or attached by glue or tape to the outside of the package? Some good heat sealing labels have been developed for outside use. With these it is necessary only to place the label on the outside of the package and hold it in place briefly with a hot iron until a permanent bond is made.

The problem of proper refrigerated display fixture temperatures must be considered. Prepackaged meat has considerably more surface exposed than have wholesale cuts and so care is required to insure that proper temperature conditions are maintained. This can best be shown by Figure 1 which illustrates keeping time of fresh packaged meats as determined by temperature at which these are held.

No real increase in saleable life of packaged meats occurs until temperatures below 40 degs. F. are applied. A temperature of 35 degs. F. seems to give good sales life and is not a great deal more difficult to maintain than higher temperatures. Display case makers are now recommending and making equipment to operate at 36 to 40 degs. F., which is adequate.

Luncheon Meat Problems

Packaged luncheon meats present a different problem from fresh meat. The same general factors of temperature and wrapper must be given attention and, in addition, other problems present themselves. First of these is the effect of light on the fading of luncheon meat. The modern display case with high light intensity designed for maximum sales appeal has impressed those who wish to sell packaged luncheon meats with the fact that the fading of the characteristic colors is a problem deserving attention. It has been determined that to some extent, all portions of the visible light spectrum cause fading. In addition, the ultra-violet, or black light which closely borders on visible light in wave length, has an exceedingly bad effect on luncheon meat color.

If it can be said that one particular type of light is best for this kind of display, it would probably be a light yellow or amber light, close to that provided by ordinary incandescent bulbs. Intensity of light seems to have a greater influence in connection with fading than does color of the light. Temperature has a bearing on the fading problem, as well as the other characteristics by which the customer judges the acceptability of luncheon meats. As in the case of fresh meat, temperatures in the range of 36 to 40 degs. F. give better color retention, lower weight loss, and better retention of the properties of odor, feel and taste.

A number of wrappers have been tested for use on luncheon meats, and there are undoubtedly many satisfactory ones. In a commercial operation it is necessary that the film or transparent material in which the meat

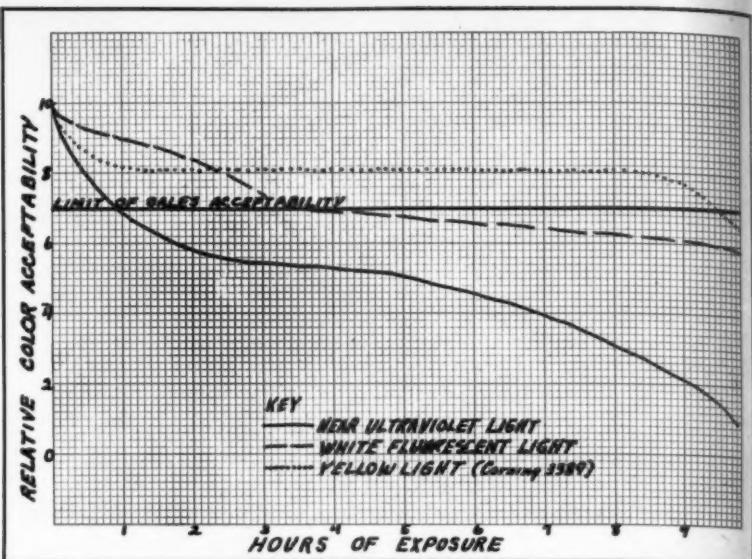


FIGURE 2. THE RELATION OF COLOR ACCEPTABILITY AND HOURS OF EXPOSURE TO LIGHT.

is wrapped be heat sealing. Intermediate moisture protection is necessary and should be provided. The chief reason for intermediate moisture retention is that temperatures are often subject to change between the point of packaging and the point of sale. If merchandise of this type is allowed to become warm and is then placed in a cold display case, fogging of the wrapper immediately occurs and since this fogging can best be dispelled by an intermediate moisture protecting film, such a film is

recommended. It has been noted that there is really only a small difference in the moisture permeability of some moisture proof and semi-moisture proof materials at the lower temperatures recommended for meat display cases.

Variations in curing methods, processing methods, ingredients, plant sanitation measures and many other factors all influence the acceptability of luncheon meats and have some relation to their fading under display conditions. For example, in some tests on bologna it was found that one product had a saleable life at least 50 per cent longer than a similar item made by another processor. The same thing is true with regard to frankfurters and some types of loaf products. Undoubtedly, more than one of the factors mentioned above enters into this variation in saleable life.

It is interesting to note that only a few of the processed meat products packaged for sale have a sales life of as much as four days. Two days' life seem to be the rule rather than the exception. It should be pointed out, however, that the saleable life period for luncheon meats and the edible life are distinctly different. The limiting factor on saleable life is the appearance of the meat and its sales appeal, but the edible life is determined by color, taste, and odor of the product. For example, referring to the short and long-lived (saleable) bologna mentioned above, the edible life for both products was the same and seemed to be approximately six days. Keeping this in mind, one can understand that packaged luncheon meats must be sold in such a manner that they will be used up before the edible life of the product has expired. Figure 2 explains to some extent the effect of various portions of the light spectrum on the fading of bologna.

In this instance an open type



BEFORE THE SESSION

ABOVE (left to right): Leonard Weaver and Lester Bookey of Bookey Packing Co., Des Moines, Ia.; (Below) G. G. Mihill, vice president, Luer Bros. Packing Co., Alton, Ill., and Carl Rittberger, sausage manufacturer, Zanesville, O.

frigerated case was used, cycling between 45 and 52 degs. F. The white light source consisted of two 40-watt white fluorescent tubes. Ultra-violet was supplied from another source. Intensities were adjusted so as to be equal. The yellow light had less fading effect than did white light and near ultra-violet light had a decidedly bad effect. In this work it was established that an arbitrary color scale ranging from 0 to 10 would be used in the grading, with "7" set as a limit of the sales acceptability as judged by the experimenter.

It may be of interest to note that weight losses are affected to a great extent by temperature. Figure 3 summarizes these data for a five-day period.

An entirely moisture-proof, non-permeable material should not be used as a wrapper and, therefore, some information on weight loss is necessary. These data were obtained by wrapping $\frac{1}{2}$ -lb. units of braunschweiger in a material which had previously been determined to be the most satisfactory wrapper available.

There has been a great deal of work done on frozen meat. More than a year ago the Kroger Food Foundation entered into a cooperative experiment with the Frigidaire division of General Motors Corp. to study the freezing of beef under varying conditions. Following are a part of the findings with respect to shrinkages or weight losses of frozen beef, and various portions of the data on flavor effect and how these characteristics vary with time and handling prior to freezing. Due credit in this work must be given to Messrs. D. C. McCoy and George Hayner of Frigidaire division, General Motors Corp., and Walter Reiman of the Kroger Food Foundation, who along with the speaker did the experimental work and prepared the data.

FIGURE 3. EFFECT OF TIME AND TEMPERATURE ON WEIGHT LOSSES OF BRAUNSCHWEIGER.

PERCENT WEIGHT LOSS

Storage Temp. F.	24 hrs.	48 hrs.	72 hrs.	96 hrs.	120 hrs.
36-40	0.46	0.97	1.54	1.96	2.36
40	0.92	1.38	1.89	2.27	2.65
45-52	0.99	2.10	3.26	4.44	6.09
50	0.99	1.57	2.20	2.65	3.80

The problems which occur in packaging and freezing fresh beef are again different from those which must be taken into account in the handling of fresh and processed meats. Having previously determined how freezing must be done, a suitable wrapper for the meat must be selected, and a suitable protection for the wrapper must be chosen. Freezing and storage conditions must also be determined, keeping in mind that all of these things are limited by economic as well as technological considerations. A wrapping technique is extremely important in connection with frozen meat products, and the wrapper must be sealed by a workable method. A non-moisture permeable wrapper is not enough by itself, but it must be properly applied. Generally, this resolves itself into tight close wrapping and a good seal of the wrapper.

Tests on Frozen Beef

In this work, beef was wrapped in a moisture-proof cellophane, sealed with an experimental scotch tape, which has since been put into commercial production, and the whole was over-wrapped in stockinette to provide protection for the cellophane wrapper. Of course, other means could have been used to protect the cellophane against breaks and tears during handling. The meat was then frozen by two methods. After

freezing the meat was stored at 0 degs. F. to 5 degs. F.

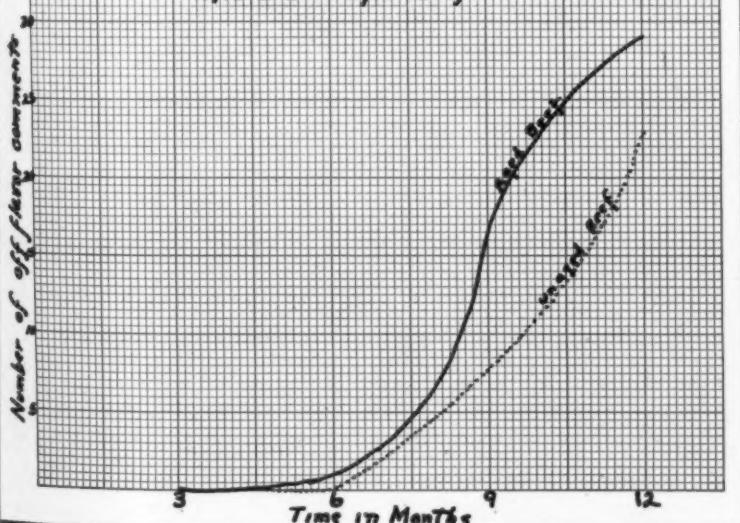
Among the significant factors which were determined were dehydration losses, subdivided into transmission losses through the cellophane and those due to frosting of the meat inside the cellophane. Drip loss or weepage, determined by allowing the meat to thaw at the end of the testing interval and measuring the amount of meat juice which escaped, was checked. Cooking losses, along with the final yield—in other words, the amount of cooked meat obtained from the original sample—were also ascertained. The dehydration, drip and cooking losses were determined by weighing the meat at the various stages of handling. They afford data of interest and use, but even more important are data which cannot be mechanically determined. By this is meant the changes which occur in flavor and tenderness. It is obvious that although we may control the wholesomeness of beef by various freezing processes, if it is not tender, juicy and flavorful after applying these controls, it is just as unwise to do a lot of things which will not have a determining effect on the final quality. For example, Figure 4, which has been prepared as a part of our work, illustrates the effect of aging prior to freezing on flavor. It shows the number of off-flavor comments made by a panel of six in testing the meat at three, six, nine and 12 month intervals. Both steaks and roasts were used when compiling these data. The broken line in the graph represents meat which has been held 48 hours; the solid line, meat which has been held 240 hours, or ten days, before freezing. It will be noted that the effect of aging is to produce more off-flavors in the frozen product. This can be explained as being due to the influence of air, enzymes or catalysts, and time, because most of the off-flavor results are due to oxidation of the fats, started by enzymatic action, and increasing in reaction rate with time. Oxidation does not necessarily imply rancidity. Rancidity is one of the final stages characteristic of oxidation and subsequent breakdown of the fat tissues. The interesting point about this research is that in every case the aged beef had a higher number of off-flavor comments than beef not aged.

Choose Package Carefully

Returning to the packaging methods, the comment is offered that many materials are now on the market for packaging frozen foods. Tests made by unbiased, competent people are the only means of determining what materials are adequate. If frozen meat is not properly packaged it is obvious that dessication, development of flavors and general degradation can and will occur.

Good materials, good methods and good control do contribute to the final product. As examples of what losses to expect, Figure 5 provides information. As can be seen, total dehydration losses generally run under 2 per cent. Drip, or weepage losses, are under 4

FIGURE 4. RELATION OF OFF FLAVORS TO AGING AND TIME.





Congratulations, Senator!

Senator Thomas (right), one of the principal speakers at NIMPA meet, is congratulated on his address by A. F. Versen, secretary, St. Louis Meat Packers Association.

per cent and the cooking loss is 23 to 27 per cent. Expressing the total yield in a different way, it may be said that 69 to 74 per cent of the original weight of the steak makes up the final product.

In summarization it can be pointed out that there are means available for packaging fresh, processed and frozen meats and that, in most instances, it is now possible, or soon will be, to do the job satisfactorily. However, until such time as the limits imposed by packaging, refrigeration, time, and color stability are broadened, any packaged meat product will require the attention of trained personnel and adequate facilities. It is believed that the first and biggest of the series of steps toward this end has been accomplished. Until better means are provided, packaging of meat and meat products must be accomplished under carefully controlled conditions to see that they do not develop any adverse characteristics.

CONGRESS, PRICE CONTROL AND THE FUTURE

CITING the results of the American Meat Institute survey of retail meat prices in eleven major cities to show that the control of meat prices and distribution is out of hand, Senator Elmer Thomas of Oklahoma, chairman of the Senate agriculture committee, told the members of NIMPA that the only method left of handling the situation is to "take off all controls over butchering, selling, purchasing, processing and distribution of meat."

Congress, he said, has learned its lesson and will not lend a sympathetic ear to OPA pleas for additional funds to hire more "enforcement officers, inspectors or snoopers." He labelled as unthinkable socialism the proposal that the government nationalize the livestock industry.

Stating that no one can predict with certainty the behavior of meat prices if controls should be removed, Senator Thomas said that the legitimate packers could then get the cattle they need.

"They would have to pay what the competition would make them pay, but they could get the cattle. Then they would process the cattle and put the meat through the regular channels of distribution. The cattle would be inspected and the diseased cattle would be thrown aside. I believe at the present time that the price would go up slightly. Just how much, I don't know and no one knows. But meat would have to go up as much as 10c a pound be-

fore legitimate meat would reach the price that the people are actually paying now. It is my hope, and I couldn't prove it if I wanted to, but it is my hope that if controls were removed now, that the price of meat would not go higher than the meat is selling for now in the black market. If that is true, the people would not have to pay any more for this meat under that system than they are paying now."

"The OPA," said the Senator, "is making law-breakers out of the vast majority of the people of this country. The people know it and they don't like it. It has become so strong in the public mind that the people are losing respect for the government at Washington and of the states as well. They are losing respect for the law itself. They are losing respect for their elected representatives in Congress because, after all, Congress is the policy-making branch of this government."

Commenting that there are ten or twelve different groups in the United States who don't want to come under OPA control or want to get out from under it, Senator Thomas pointed out:

"No one of these groups can do anything by itself. But if you can get these groups together, then no power can stop them. And if that can be done, we can remodel the OPA legislation to suit."

The Senator warned that he expected general price levels to work higher and higher in years to come. A major reason, he said, is that there must be a higher price level to permit a national tax bill large enough to service the huge federal debt plus other governmental expenditures.

"I am convinced," Senator Thomas declared, "that prices will edge up—not because anybody wants them to. It took the Republican party from 1920 to 1932 to decide where they wanted to stabilize. I don't know what party will be in power from this time on, but whatever one is, it cannot stabilize immediately. You can't stabilize this year, you can't stabilize next year and you can't stabilize the next year. That was true with a small war like World War I, with only a total national debt of \$26,000,000,000. With this gigantic war and this gigantic debt it may be ten years before any party can justify a basis to know where prices may be placed, so that people can make enough money to service the federal government, service counties and districts and to have something left to live on."

"Many of you will live for a long time, but I say now that it is my opinion that as time goes on the price level will go upward. There is no chance to have any depression at the present time. Some things may go down, but the price level can't fall. If it does, then there is no chance for the nation to raise the taxes necessary to service this republic and we can't continue borrowing money to pay our bills."



SEN. THOMAS

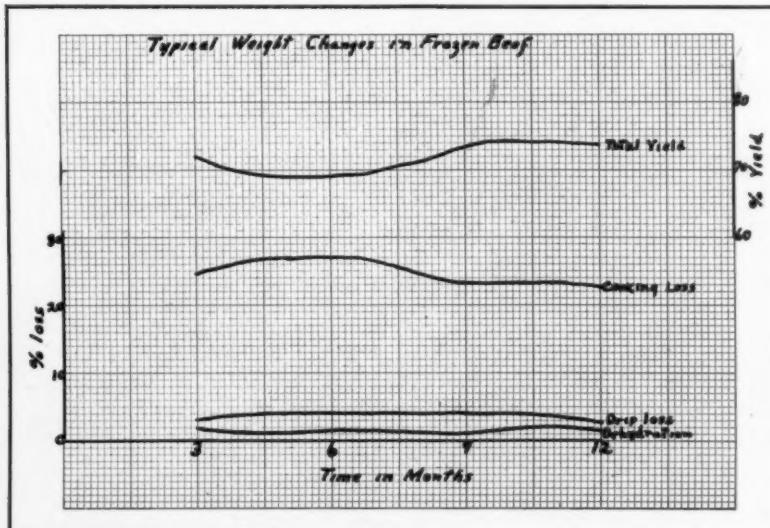


FIGURE 5. TYPICAL WEIGHT CHANGES IN FROZEN BEEF AND THEIR RELATION TO TIME.

IMPROVE YOUR EMPLOYEE RELATIONSHIPS

EUGENE BENGE of Eugene Benge & Associates was the last speaker of the convention. He talked on "Personnel Values."

Eugene Benge: It is my privilege from time to time to sit in at conventions of this kind and hear discussions such as you have been having.

My specialty is this problem of personnel relationships. It is my conviction that unless each industry, within its ranks, takes more steps than have yet been taken by industry generally, you can look forward to stringent regulation from a bureaucratic government such as has not yet been seen. I know that is not a pleasant prospect and I don't like it. However, I am convinced that it seems to be the order of the future unless steps are taken.

I believe that new management thinking on this industrial relations problem is definitely indicated. I don't believe it is an exaggeration to say that the fate of much of our enterprise system hangs now on what is done with labor relationships. Labor is on the move. There is a heavy ground swell and that ground swell can result in a wave and upheaval which can engulf much of the good work that has been done.

I am here to leave with you ten

thoughts. Let me give these thoughts to you and, in doing so, let me ask you to lay aside your prejudices for a moment, forget your practices, forget your present conceptions and try to look at me dispassionately as a practitioner in this field, endeavoring to avoid the partisanship of one side or the other.

Ten Actions Suggested

The ten thoughts I have set up as ten actions which I recommend to you. Some of them may not be particularly applicable to your setup because you are too small, or they may not seem to fit, but as a group that is generally representative of one of the more important industries of the country, I ask you please to consider these ten possible management actions in your own company.

Don't wait, I implore you, until the program is imposed upon you from the outside and until some five, ten or 15 years from now when, meeting again in this room or some similar place, you cry to the high heavens about the regulations being imposed upon you in your relations with labor.

It is not too late, but it is late, to take action in your own company which is more in keeping with the trend of our times, and to cast aside some of the outmoded practices which have long since been discarded by practitioners in this field, but to which many concerns cling, largely because they feel that such practices worked ten years ago and they ought to work now. Isn't it true that in most of your relationships the things that worked ten years ago no longer continue to work?

One of the things that you are working against, and which we work against, and which is pressing against progress, is YOU—your habits of thinking, your molds of attitude, those things which you have found successful and with which you will continue to try to handle your labor relations while they are drifting away from under your fingers.

I make no pretense that the ten items I give you represent a panacea for your labor relations. I am quite sure, if you will do some or most of them well, that you will make great strides in the development of a personnel program in your company. If you fail to do some or most of them as management practices, some or most of them will be done for your industry and for your employees, but not by you.

Now I know this is strong language. I wouldn't have put it that way ten years ago. But too much time has passed, too little action has occurred, and I can only hope to arouse you. I feel as if I want to say to you, "HURRY! HURRY! HURRY! It's getting late in this matter of human relationships." Do your part. Do it inside your own company and don't wait for it to be imposed upon you. I find when it is imposed upon companies, like price control, it is ineffectively done and it causes hardships. The visionary planners who would have it done all according to the perfect plan have been unable to see the various elements which can arise and which do arise in each of your particular companies.

So, then, let me get at these actions:

Action 1—Don't just guess how your employees feel. Know how they feel.

I feel it is pathetic to talk with employers who give me this one, big, happy family song and dance; it just nauseates me. There is no one happy family. Your home and my home and your plant are not one, big, happy family. That is just lip service. It is hiding behind something. It is fear of finding out.

Are Dogs Really Sleeping?

Perhaps some of you know about morale surveys. Again and again employers reject the idea; do you know why? It is because they say, "Well, we just don't want to bring these things out in the open. Let sleeping dogs lie." Are there any sleeping dogs lying in your community, or are they barking and yapping at your heels? We can't afford to let them lie because they are not lying.

So I say, first, find out how your employees feel. They may be utterly wrong, but if they feel that way, that is the way they are going to have it and you had better find it out. I could tell you stories of employer after employer who was so sure everything was all sweetness. Two weeks later, like that, he found he had a strike on his hands, or had a union on his hands, or had some other kind of cataclysm of which he hadn't dreamed.

There are a number of ways in which



EUGENE BENGE

a pleasant prospect and I don't like it. However, I am convinced that it seems to be the order of the future unless steps are taken.

I believe that new management thinking on this industrial relations problem is definitely indicated. I don't believe it is an exaggeration to say that the fate of much of our enterprise system hangs now on what is done with labor relationships. Labor is on the move. There is a heavy ground swell and that ground swell can result in a wave and upheaval which can engulf much of the good work that has been done.

I am here to leave with you ten



VISITORS FROM THE LONE STAR STATE

Among Texans on hand during the conclave were (l. to r.): C. R. Drumright, broker, Dallas; Louis L. Lampo, president, Louis L. Lampo Co., Houston; John E. Dyson, Dyson Packing Co., Houston, and W. H. Wagers, president, Wagers Packing Co., Houston.

you can find out. You don't have to guess. One is the method that the Western Electric Co. has used—setting up listening posts or men who are confidential advisers. It is an excellent device for big companies, but it is rather inadequate for small ones.

You May Feel Hurt

One of the ways is the method I suggest—that of employe attitude surveys, using the Gallup Poll type of principle, in order really to find out. I warn you that when you do find out you will be hurt and chagrined. You will want to say, "Those so and so's, how can they think these things? Those ungrateful whelps!" They are your men; you hired them and you have to live with them. They are the men and women who will make or break you. As they vote, so will they act. All the pious words that may be spoken in management cloisters, all the hopes that fail to get down to the common man level in your plant, are mere words. So please, start out, if you are going to start, on a factual basis. Get the facts.

Years ago, Henry Ford said, "The public is going to like Model-T's." And yet they didn't like Model-T's and Ford was shut down for a year. Finally, what did he do? He gave the public what they wanted.

I know that employer after employer is saying, "My employees are going to take my policies and like them." Yet they don't and what happens? They go out on strike and after a while he is told how to change or forced to change his policies. Does the employer get any credit for it? Not the slightest. It was forced on him. And they force another and another and another on him. Isn't it a pitiable state of affairs when we handle our labor relationships too little and too late?

Action 2—Take advantage of apti-



ILLINOIS PACKERS ARE STILL ABLE TO SMILE

Despite the muddled meat situation, this group retained its good humor (l. to r.): Joseph Constantino, general manager, Barney Constantino & Sons, Springfield, Ill.; John W. Mohay, owner, Mohay Sausage Co., Springfield, Ill.; W. D. Broughton, the Albright Nell Co.; Glenn A. Birnbaum, general manager, Virginia Packing Co., Virginia, Ill., and Russell J. Young, treasurer, Decatur Packing and Provision Co.

tude tests for internal and external selections. The science of psychology has for three decades been developing a device for the use of management and perhaps 5 per cent of management has used it. That 5 per cent will not give it up, but the remaining 95 per cent are indifferent, smug and complacent.

This is the attitude of the executives. "I have won myself a \$30,000; \$40,000; \$50,000 or \$60,000-job here. I must be good." All around us we can see the evidence that perhaps an individual can be good in one thing, that is, in making dollars, and not be good in other things, such as making good human relationships.

So many of us are cock-sure about our ability to judge people. You look at

a man in the street car and say, "He is an intelligent fellow," and you look at another and you say, "He is a low-brow." The lowest-browed individual I ever knew was superintendent of schools in a large city in Pennsylvania. He looked like an anthropoid ape. Don't fool yourself that you can judge character and intelligence of people from pictures, from handwriting and from just looking at them. It takes a long time and a lot of effort. If it were not so, there would have been no need for scientists to have worked for these 30 or 40 years. I suggest to you that there are scientific tools available to you. If you are not using them, it is your own fault. You are passing up a trick simply because you are complacent about your ability to judge people.

The tests are simple and inexpensive. They are not perfection. They are excellent in rejecting poor ones; they are not so excellent in selecting good ones. However, they are way ahead of what can be done with poor, fallible judgment—mine and yours. I recommend aptitude tests to you as a management tool.

Action 3—Constantly skim the cream of employee leadership.

They Wouldn't Stay Down

Several years ago the *Reader's Digest* published one of the most dramatic anecdotes I have read. In 1846 and 1847, in Ireland, there occurred what were called the Young Ireland Uprisings against the Crown. When it was finally put down, nine young Irishmen, the leaders of the movement, were captured and sentenced to be hanged. A great protest went up from the whole world and finally, the Queen chose another way to solve the problem—banish them to the outland, to outlandish Australia, Canada or America.

That particular problem was supposedly solved in 1847. Well, in 1872,



SERIOUS EXPRESSIONS AT ROUND TABLE DISCUSSION

Typical of the informal discussions which took place between general sessions at the convention is this group absorbed in some topic affecting their businesses.

the Queen was asked to confer on Sir Charles Duffy the Premiership of Australia. She said, "Duffy? Duffy? I seem to remember that name. Wasn't there a Sir Charles Duffy among those nine Irishmen?" Yes, it was the same man. Whereupon the Queen asked that the other eight records be brought to her. Here is what she found:

The second man, whose name, I think, was Migan, had become Brigadier General in the U. S. Army. One was the Governor of Montana. One was high up in the circles of Canada. One was Mitchell, whose son later became Mayor of New York.

Now I raise the point for this reason. Here were nine men who had been banished because they had leadership traits. They could have been extirpated. Does it sound anything to you like the old management cry, when a man raised his head, "That guy is an agitator! Get him out of here." Does it sound anything like it? "Banish him!"

However, when you banish ability, you don't do away with ability. So I come back to my action. Constantly skim the cream of employee leadership. Find that leadership and put it to work in the interests of the company. I could tell you of company after company in the United States which, like an oasis in the desert, stands out for its ability to do just that thing. These firms find by searches for talent, and by searches for leadership in any one of a half dozen ways, who are the people who are emerging and who have the abilities, and they say, "How can we use their abilities and their interests?"

Leadership in Odd Places

Remember that leadership is not an attribute of intelligence. Leadership, like gold, is where you find it. It is just as likely to be down in a relatively illiterate, but perhaps a very rhetorical and oratorical individual, with plenty of emotional power to get things done. So, let's not look among only the "blue stockings" in our organization for talent and ability and force, because, if you do, there will emerge other leadership which is just as likely to work against you instead of for you.

Action 4—This is a simple one—maintain adequate records of personnel. That needs scarcely any explanation, yet in company after company we find utterly inadequate records of personnel and beautiful records of property. We find descriptions of the power house and blueprints of everything brought up to date and costs and depreciation. What do we find about these human beings? A little 5x8 card inadequately filled out in the payroll department. If it is true that the human beings are the only dynamic things you have in your organization, and that the rest are all static, and if it is true that this dynamic force can work against you and is working against you, let's know something about it and let's keep on finding out a lot about it. Otherwise, blame only yourself if, lacking leadership and lacking any knowledge on your

part, the employees have ability to do things which you don't like.

Action 5—Train employees and supervisors for their specific tasks.

We have had too much generalized training. It would be like training privates in the Army to be Majors and Colonels in the field. Let's train them to be good privates, first. Let's talk about specific job training. Let's make a man equal in all respects to the job he is on. That makes him happy and he doesn't want to quit. He doesn't get bawled out. He doesn't want alibis. But, no, we insist on trying to give a lot of generalized words somewhere up in the clouds. We hold these generalized meetings and tell the employees about the great and glorious company and all that kind of thing, and the employee endures it when he can't come back and do a good job right at his work bench.

Let's start there at the grass roots because, if you have in your company a lot of employees at the work bench level who are equal to their jobs in all respects, you will have no trouble in finding higher levels.

If you don't you are going to be one of the employers who says, "No ability in this company. We have to go outside



COMPLETELY RELAXED

TOP: Seemingly without a care (l. to r.) are W. F. Dietz, meat purchasing department, Libby, McNeill & Libby, Chicago, and John J. Tierney, general sales department, Armour and Company, Chicago. BOTTOM: Andrew W. Simko, who was just released from the Army, and Frank Boffey, Peter Eckrich & Sons, Chicago.

when we are looking for talent." In our morale surveys, the one thing that comes out like a ton of bricks from employees by the hundreds in many companies is, "This company has no opportunity for us. This company does not promote from within." That came out in a morale survey in one firm. The president said, "Benge is wrong. They are utterly wrong. My father before me and I have had the policy of internal promotion."

I said, "All right, let's find out."

We went to the personnel department. We got the records of the last 100 people who had been taken into jobs above the level of common labor. They were jobs that somebody might have thought was a promotion. Do you know what we found? We found that 94 of those 100 had come from the outside. The employees were absolutely right, and yet the man at the top, who was a grand individual, had the right policy but it didn't happen down at the grass roots. I tell you again and again and again you are fooling yourselves. The things which you think should be happening, aren't. In a large percentage of cases it is also true that there is much misunderstanding on the part of employees; when you get those conditions, is it any wonder that employees wallow around in this morass of misunderstanding, suspicion, doubt and fear and all the other negatives, and you say they are dumb, ungrateful or any one of the number of other adjectives.

Action 6—Classify your jobs through job evaluation. Perhaps you think of job evaluation as something new, but it isn't. I did my first one in 1926 and companies had been doing them for 15 years before that time. Yet I am sure that if I were to take a showing of hands as to how many feel you have adequate job evaluation, there would be a rather meager demonstration in this audience.

Determining Value Fairly

A job evaluation is nothing magical. It is merely a systematic way of determining the value of jobs so that you can dole out fairness to the employees. Without it, you are constantly subject to the attrition of dissatisfied employees who honestly believe that, in comparison with other employees, they should have more. With it, you are in a position to evaluate all these demands, or, better still, to anticipate them."

In my judgment, perhaps 80 per cent of the wage problem has to do with inequalities among jobs and 20 per cent of it has to do with the wage level itself. However, when you combine the two of them in a collective bargaining session, you end up with a horse trade which settles nothing and only defers the problem for 12 months and it is up again. Through job evaluation you can lick the problem of wage inequalities and that makes it possible to center your attention and collective bargaining on, "How high can the wage level of this company and of this industry

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20, 1946

be in order for us to survive?" When the attention is so focused, there is a beautiful opportunity to teach employees economic facts. The fact is that the consumer ultimately buys the product which keeps people at work and pays these wage rates.

There is a strong trend, and has been for years, toward industrywide collective bargaining. Some industries sense that and are attempting to set up protective devices for their members over the whole industry. Others of them are still operating on the principle of allowing each fellow to struggle for himself. Strangely enough, most members of most associations haven't caught this larger concept that industrywide collective bargaining, industrywide job evaluation and some semblance of standardization of job content is in the air.

Industry Evaluation Manual

We are working for an industry right now in which we will turn over to every member of the industry a manual by which he can evaluate every job in his plant and relate it to the wage level of his community and know that he is keeping his jobs in alignment with every other company in that industry. As far as I am concerned, that industry is forward-looking.

Action 7—Give your employees a share in the profits.

Perhaps you will say, "What Profits?" but the trend has been growing for years and I don't think it is going to stop. It may come in the form of the profit-sharing that exists in General Motors where, in essence, a share of the net is anticipated and given the employees, or it may come about through the Kaiser method, whereby \$5 per car is placed in the profit-sharing funds. It may also come about by a method which I advocate, which ties in profits to employees to two other factors, and those two other factors are assurance to common stockholders and surplus to the business.

What would you give to have almost a guarantee from your employees that they will see to it that your preferred stock gets it and the common stock gets it and there is a surplus laid aside and then, and then only, your employees get a share of the profits?

I don't think you make people strong by just handing them gratuities. I am sure you don't. Much of our profit-sharing has simply become a bad habit once a year. It has no incentive value. It is not tied in with any ifs, ands or buts. And, as the War Labor Board very vividly demonstrated, if you have been giving Christmas bonuses for three or four years and wanted to stop it, you couldn't. Let's not, please, get any kind of profit-sharing of that type working in your company.

Profit-sharing is coming. I think most of you consciously or subconsciously agree on that, but get it tied in so that people have to work for it.

Action 8—Bring your employees into many participations.

CAUGHT ON THE FLY

1. The Westinghouse delegation at the NIMPA meeting included R. E. Toomey, manager control equipment; B. P. Hess, agricultural engineer, both Pittsburgh, and H. T. McKay, manager, food industrial section, northwest district.
2. M. S. Perkins, Dan Perkins Co., Memphis, Tenn., was on hand to greet conventioneers.
3. Joe Mellon in charge of sales, and C. B. Upton, vice president and general manager, French Oil Mill Machinery Co.
4. Mr. and Mrs. Sol J. Lupoff obliged the cameraman with this fine shot. He is president of Hamburg Casing Co., New York.
5. George H. Nelke and Daniel Dohm, jr., both of Dohm & Nelke, Inc., St. Louis, Mo.
6. E. A. Thiel, vice president, Kold Hold Manufacturing Co., Lansing, Mich., and his son William. The latter attended the convention on his first day out of the Navy.
7. Al Jourdan and Fred A. Wetzel, sales manager, Jourdan Process Cooker Co., Chicago, as they entered the convention.

I think it was John Dewey who said, "people believe to the extent they participate." We in our work have ample evidence of that statement. For example, a job evaluation done by management alone isn't one-tenth as effective as a job evaluation more laboriously created by the joint efforts of employee, and employer representatives. Many of you will think I am crazy on that but please remember that I am here to try to give you the benefits of three decades of this kind of work.

I am not a red and I am not a radical. I am an individual who hopes to high heaven that industry is going to be able to save its neck in its labor relationships, and who many times becomes very despondent in that hope. So I say, put your employees to work. Get them into some of the small things

8. The smile belongs to P. H. Lassar, president, Naturalux Product Corp., Brooklyn, N. Y.

9. W. A. Gebhardt, president, Advanced Engineering Co., Milwaukee, Wis., and H. B. Howe, president Howe Ice Machine Co.
10. Harry Hirsch, Enterprise Incorporated, Dallas, Tex., and Sam Barlant and Company, Chicago.
11. James H. Wells, president of Identification, Inc., Chicago, and M. J. Leis, sales representative.
12. Wayne H. Randall, treasurer, R. L. Randall & Co., Philadelphia, Pa.
13. Mr. and Mrs. Henry A. Hensel and their daughter Arline. He is of the Hensel Tying Machine Co., Milwaukee, Wis.
14. Henry Deutinger, president, Aula Company, Inc., New York, N. Y., found many friends at the convention.
15. Norman Gross of the Paul-Lewis Laboratories, Milwaukee, Wis., was, as usual, full of enzymes.
16. Chester A. Beins, western manager, national accounts, Husman Refrigeration, Inc., was one of the early arrivals.

which you could decide like a flash but don't decide. Give three or four people the problem and let them reach the same conclusion as you would. Praise them for arriving at that conclusion, and get them to help put it in, and you have increased their stature just a bit. If you will do that thing throughout your company, and throughout all your relationships with your foremen as well as your plant, your employees will grow in stature and, more important, they will grow in loyalty.

On the contrary, if your viewpoint or that of your supervisors is, "You do the work and I will do the thinking around here," then you snub off, you shut off, and you create a gap that is very difficult to bridge. You may have worked a long time to build up good relationships and somebody with one



MIDWEST GROUP CHARTS ITS COURSE

Prior to the first general session, the Midwestern division convened to elect officers for the new term and briefly discuss policies.

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crack like that will smash them down and two cracks smash them out and with three cracks the whole mess is back on your doorstep in some other way.

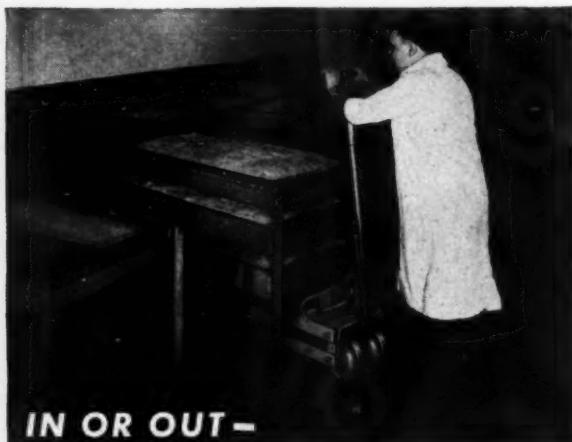
Yes, give them participation. You are not giving up the sacred management prerogative. That is another phrase that gives me a pain and you can guess where the pain is. I don't know what sacred prerogatives are unless there is one sacred prerogative that a management has, and that is the prerogative to lead its employees so that it will be a strong enterprise. I find employees all over the country disavowing that leadership and not even thinking there is any such thing as management leadership. They say, "Those boys don't know what they are doing." A follower doesn't say that about a leader he respects.

What are we doing about it? We sit back defensively. Do leaders sit back defensively? We say, "We will wait and see what will happen." We will say, "No," when demands are made to us. I don't conceive that is dynamic leadership and unless we are prepared to give dynamic leadership we are not going to have the boys with us. I don't think you can have a leader unless you have followers, and I don't think you can have followers who are not permitted to participate in the hopes and aspirations and problems and negative parts of the business.

During the war we got pretty sore

In Twos and Threes Conventioneers Assembled

1. The photographer snapped W. G. Rockwood, assistant manager, Home Packing Co., Terre Haute, Ind., and W. E. Oliver, general manager, Afral Corporation, in front of *The National Provisioner Service Center*. L. I. Norton, Provisioner, vice president, can be seen sitting at the booth.
2. A. DeAngelis, Angelis Packing Co., New York.
3. L. Rosmarin, sales representative, Preservaline Mfg. Co., Brooklyn, N. Y.; Edwin E. Schwitzke, secretary, Trunz, Inc., Brooklyn, and Lee Kenyon, secretary, Preservaline Mfg. Co.
4. E. C. Stix, Premier Casing Co., Chicago, and Milt Goldberg, president of Premier.
5. Frank Stephens, treasurer, E. W. Penley, Auburn, Me., and J. B. Sabean, John E. Smith's Sons Co.
6. Harold Lattam, Braun Bros. Packing Co., Troy, O.; Sol Morton, president, Meat Industry Suppliers, Inc.; E. A. Heidenreiter, Herziger Sausage Co., Sheboygan, Wis.; Dave Falk, Salzman Casing Co., Chicago; Mrs. Ray Herziger; Ray Herziger, president, Herziger Sausage Co., and W. A. Rust, Herziger Sausage Co.
7. P. J. Heath, superintendent, L. S. Briggs, Inc.; Washington, D. C.; Jim Baker, Jim Baker Associates, Milwaukee, Wis., and L. S. Briggs, secretary-treasurer, L. S. Briggs, Inc.
8. Among the women guests present were Mrs. Walter Hamman, Cincinnati Butchers'
- Supply Co., Chicago, and Mrs. Harry Becker and Mrs. Edward J. Thomas, R. W. Tohtz & Co., Chicago.
9. John J. Snigorski, treasurer, Essex Packing Co., Lawrence, Mass., and Jack Shribman, eastern sales manager, Premier Casing Co., Philadelphia.
10. Al Byk, president, Packers Products, Inc., Cleveland, O., and J. Fred Schmidt, J. Fred Schmidt Packing Co., Columbus.
11. Jack Manion, manager, meat packing division, Milprint, Inc., and W. D. Swigert, head of meat packing unit, OPA, Chicago office.
12. H. A. Elliott, general manager, Elliott & Co., Duluth, Minn., and William C. Rapp, president, Canada Casing Co., Chicago.
13. Karl Rein, sales representative, Preservaline Mfg. Co., and Lewis Rein, Mathew F. Klein Packing Co., Detroit, Mich.
14. C. F. Mayer; F. J. Herman, president, Herman Sausage Co., Tampa, Fla., and Frank A. Mayer, H. J. Mayer & Sons Co.
15. B. H. Collier, manager, and N. B. Dickey, president, Dickey & Co., Dallas, Tex., and Joe Ryan, sales representative, Preservaline Mfg. Co., Brooklyn, N. Y.
16. Sylvan May, vice president, Patent Casing Co., Chicago; Edward Kohn, president, Edward Kohn Co., Chicago, and Edgar Herzberg, Wisconsin Meat Products Co., Milwaukee, Wis.



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just like that!

Yes, moving heavy sausage racks is as easy as that with a low-cost Barrett Lift-truck! *Easy lifting*, with single or multiple stroke handle; *smooth rolling* on antifriction bearings; *gentle lowering* by hydraulic check—these make it possible for 1 man to outfit work 3 or 4 on such jobs as:

- **PICKLING VATS . . .** Heavy and cumbersome, but a Barrett takes them in stride!
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- **CANNING RACKS . . .** Barrett Lift-trucks roll them in and out of steam rooms with a minimum of time and effort.
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at the government when it fed us all the propaganda. We weren't told the bad news because we were children to be mollycoddled. Don't you do the same with your employees? Don't you try to do all the thinking for them? "Oh, no, we won't tell them we had a bad year for fear they will do this or that." Tell them. They should be emotionally mature. Many are emotionally as well balanced in their personalities as you or I. Tell them. That leads me to action 9.

Facts of Business Life

Tell your employees the facts of business life. Do you realize that the average employee in industry has had about nine years of schooling? During those nine years he was not exposed to things economic and there are a great many terms about which he has a very hazy conception. Polls prove that. One of the classic examples came out in one of the popular polls in which a steel mill worker was asked, "What do you think the term 'free enterprise' means?"

He gave classic response: "They ought to keep those guys over there where they belong, on the other side of the water."

Now I know that you have been hearing people talk for the last 20 years about economics for employees and nothing has happened. Do you know why? Almost the opening statement I made will tell you why. Because we are trying to give them those glittering

generalities and great principles and marvelous fundamentals of economics, when, all the time, we've got a building

right here and we've got profits or no profits, we've got products to make and we've got costs. You have economics

When Convention Hospitality Held Sway

1. MARATHON CORP.: The popularity of Marathon Corp. headquarters needs no further testimony than this picture. When the photographer visited this firm's suite the crowd of visitors was so great that it was necessary for them to assemble in the hallway so all could be included in the picture.

2. TOWNSEND ENGINEERING CO.: Things were humming merrily in the Townsend room in keeping with an old custom of the company. Shown here (l. to r.) are: Ray Townsend, president, and Mrs. Townsend; Mrs. F. A. Maggio, Kansas City, Mo., and Jo Anne Higgins and John L. Elliott, of the Townsend company.

3. THE ALLBRIGHT-NELL CO.: Superb entertainment and excellent hospitality were extended by the Allbright-Nell people again this year at the Morrison. Shown (l. to r.) are (seated) J. G. Allbright; A. O. Lundell, and N. J. Allbright; (standing) K. D. Kubaugh; W. D. Broughton; J. L. Luckadoo; H. A. Scherer, and Bert Harrington, jr.

4. THE V. D. ANDERSON CO.: (l. to r.) W. H. McCormac, sales; C. W. Ziez, president; C. E. Castino; J. C. Lundmark, and F. P. Bessing, all of the sales department, who did the honors for the company's dele-

gation in its suite at the Morrison head.

5. TRANSPARENT PACKAGE CO.: (seated, l. to r.) W. J. Hullinger; Seymour Oppenheimer, president, and Hank Fleischer; (standing) Bob Sachs; Fred H. Strauss, and E. Harvey Burke, who comprised the firm's greeting committee.

6. BERTH. LEVI & CO.: Genial hospitality always prevails at the Berth. Levi suite. On hand this year (l. to r.) were (standing) Egon Hertz; Al Byk; Mike Baker; Stan Gershel; Duke Reichenbach; N. B. Berkowitz, and H. H. Chichester; (seated) Al Freud; D. A. Weill, vice president; Martin D. Levy, vice president; Irving Siemon, vice president, and Lester Lyons.

7. HOY EQUIPMENT CO.: Convention visitors received a warm welcome from H. R. De Cressey (left), vice president, and Frank Hoy, president.

8. ALUMINUM CORPORATION OF AMERICA: Hospitality was extended to conventioneers and many profitable ideas were suggested. In the picture (l. to r.) are H. W. Wernecke, manager, advertising sales, *The National Provisioner*; B. E. Hile, district manager, and C. D. Greeno, food industrial division, both of the Aluminum Corp. of America, and H. Smith Wallace, *The National Provisioner*.

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MEAT PACKING INDUSTRY
Quality-Controlled in Our Own Laboratory
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galore right in your own work place; use them. That is the way to teach employees economics and they are your economics. You are not giving away the secrets of your business. You are making your employees realize that it is a hard job to manage a business and there are many practical obstacles, as every employee group assigned to lick a tough problem ultimately finds out. They come back to management much

day or night in this firm's headquarters. On hand when the photographer dropped in were (l. to r.) P. J. Braun, A. E. Staley Mfg. Co., Decatur, Ill.; Ray Seipp, Morton Mfg. Co., Chicago, and Seymour Goldberg, also of Morton.

4. MARTIN H. LIPTON CO., INC.: These headquarters were in excellent hands with Martin H. Lipton, president, entertaining packer friends.

5. THE GRIFFITH LABORATORIES: Education and entertainment were expertly combined in the 1946 hospitality headquarters of the Griffith Laboratories. (Seated) Lou Weiner; R. D. Bartholomew; Howard A. Levy; Harry L. Gleason; F. W. Griffith; M. C. Phillips; A. E. Maren; J. C. Weinrich; (standing) G. A. Lovell; W. C. Young; Arthur Dunham; Carl Ballantine; J. C. Hickey; W. A. Gee; I. T. Suits; H. J. Turner, and A. P. Lovell.

6. FEARN LABORATORIES, DIVISION OF NORTHWESTERN YEAST CO.: The comfortable atmosphere, the perfectly handled setting, the delicious refreshments and the extraordinary effort of the Fearn staff contributed to making their headquarters one of the best liked spots at the convention. Shown (l. to r.) are (seated) J. B. Kleckner, eastern sales manager; J. P. Swift, central sales manager; E. A. Johnson, general sales manager; C. B. Hill, president; and P. G. Phillips, southern sales manager; (standing) W. H. Allison; H. V. Moore; T. N. Lind, jr.; B. G. Whisler; W. W. Kimball, jr.; L. T. Ellis, jr.; E. Bond; J. L. Altenau; Robert P. McBride, and T. E.

Robb. Also attending but not in picture: Sam Selfridge; J. B. Graham; J. A. Spalding; W. E. Nelson; J. L. Wilde, and W. H. Kicker, western sales manager.

7. THE VISKING CORPORATION: Here was entertainment with a capital E. Acting as hosts (l. to r.) were: (seated) W. R. Hemrich, advertising manager; E. C. Cross, sales supervisor; L. E. Houck, assistant director of sales, and A. W. Peters, sales; (standing) Glenn Granath; Don Chesser; Chuck Whitford; Cliff Beckman; Fred Adams, and Bob Lindahl, all of the sales department. Also in attendance (not shown) were H. R. Medici, vice president; E. B. Cahn, sales; H. Lotka, district supervisor; E. L. Balestier; J. Lane, sales, and Don Roberts, sales.

8. INDEPENDENT CASING CO.: The constant flow of visitors into this headquarters was an excellent testimonial to the hospitality extended. (seated, l. to r.) Mike Krauss; Herbert Altheimer; Herbert W. Strauss; Mike Deming, and C. A. Raynor, vice president; (standing) Erwin Mane, Mane Sausage Co., Cincinnati, O.; Bob Weinberg; Sam Hirsch; Bill Raynor; Chas. Stohrer, and Sam Isaac. Other hosts for the company (not shown) included Lawrence Pfaelzer, president; B. A. Geig, secretary-treasurer, and George Fisher, vice president.

9. R. W. TOHTZ & CO.: Helping make this company's headquarters a gay place at all times was this trio composed of (l. to r.) R. W. Tohtz, Harry Becker and H. O. Tohtz.

Between the Sessions

1. WM. J. STRANGE CO.: Hosts for the company (l. to r.) included (seated) T. N. Lind; Aladar Fonyo; Bill Durling; Ed Marum, and Bruce Durling; (standing) Dr. Don Buelow; D. J. Rintelman; Dr. C. W. Hughes; "Slim" Wedin; Irving Zeiler; "Pee Wee" Hughes; George Foster; Boyd McKeane; Vern Berry; Dave Nay; Deb Davin, and Ken Koepke. The firm was also represented at the convention by John L. Terry and T. L. Allen.

2. E. G. JAMES CO.: Visitors and hosts harmonizing in the suite of the E. G. James Co. (l. to r.) were (seated); H. Clay Hudson; Frank Legatzke, jr.; Bob Johnson, and Ed Hendricks; (rear) M. J. Mackin; E. J. Price; Frank Currier; Paul Youkey; Ray Williams, and Joe Steger.

3. MORTON MFG. CO.: A perfectly balanced concoction of business and pleasure could be mixed at any time of the



how neat Herman looks in

ADLER STOCKINETTES

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222 WEST ADAMS STREET, CHICAGO, ILL.

SELLING AGENT FOR STOCKINETTES MADE BY

THE ADLER COMPANY

CINCINNATI, OHIO

WORLD'S LARGEST KNITTERS OF STOCKINETTES

HONEY-SWEET SUGAR CURE

AFRAL "Honey Sweet" Sugar Cure is unusual . . . it has a specially prepared liquid sugar base. Contains all the necessary curing ingredients, saves labor costs and produces that fine old flavor and lasting color. Write for full details.



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subdued and say, "Say, that's a tough problem. We didn't realize that such and such and so." And they go out to the other employees to spread the gospel.

You try to say it in words. Nothing happens. It is like the minister trying to make people good by simply saying words.

Action 10—Put your personnel practices and policies in writing. Yes, that sounds simple you say, "I could do that in an hour." I know of companies that have been trying to do it for two years. I know of companies that started out by saying, "This is a cinch," and they appointed a committee, and after a while they had another committee, and after while they had a committee on vacations and another committee on wages. That is what is in my heart when I say to you that I don't believe employees can get leadership from you if you don't know where you are going and what you are doing.

Lighter Side of Meet

1. CHICAGO COLD STORAGE WAREHOUSE CO.: Just as active as ever was the hard working crew from the Chicago Cold Storage Warehouse Co., greeting and entertaining packer friends and customers. On hand were (l. to r.): W. A. Kron; A. C. Schupp, Goldblatt Bros.; W. M. Burroughs, Fahnestock Co., and J. H. Edmondson.

2. H. J. MAYER & CO.: Entertaining a group of packer friends at the H. J. Mayer & Co. headquarters in the Morrison. Among

those pictured here are Frank A. Mayer, S. A. Mayer, Charles F. Mayer, H. J. Addison and E. O. Endres.

3. ST. JOHN & CO.: On the job as usual were the popular representatives from St. John & Co., including (l. to r., seated) Henry Reilly and Oscar Biedermann; (standing) Blair Adams and Ray Ristow. Also in attendance but not shown was Jack Luehrs.

4. ASMUS BROS.: Typical of the many gay crowds which gathered in the Asmus Bros. suite during the convention was this group which (l. to r.) includes (seated) F. K. Ness, Master Butchers Supply Co., Detroit, Mich.; Harry Moore, Bohrer & Moore Packing Co., Wapakoneta, O., and Leo Lynch, Master Butchers Supply Co.; (standing) M. L. Asmus, H. J. Elliott, L. J. Asmus and Mrs. L. J. Asmus, all of Asmus Bros., and William Ulmer, Donelson Packing Co., Cory, O.

5. WESTINGHOUSE TENDERAY: Proof that the fine group from this division of Westinghouse did its job well was found in the constant flow of visitors that kept the suite as busy as a beehive. Shown here (l. to r.) are (standing) C. H. Settage, president, A. H. Haeseler Co., and R. R. Ballantyne, Westinghouse Tenderay; (seated) Lou Menges, manager, Tenderay department, Westinghouse Tenderay; Mrs. R. Ballantyne, and Adolph Frankel, manager, electronic division.

6. KADIEM, INC.: Kadiem is growing yearly in popularity with convention visitors. Entertaining was directed by Karl Hubner (left) and Earl H. Giles (right).

Their guests in this picture were Carl Falter, sr., superintendent, Herman Falter Packing Co., Columbus, O.; Carl Falter, jr., and A. F. Jaumann, Leland Chemical Co., Milwaukee, Wis.

7. AROMIX CORP.: The company's general A. F. Zavodsky (left), president, was active in caring for the wants of his guests. Others in photo (l. to r.) Henry Laughlin, sales manager, Aromix; Louis Rein, Madison F. Klein Co., Detroit; Frank Daniels, jr., and Ray S. Waite, secretary and vice president, respectively, of Aromix.

8. SAYER & CO.: The helpful and genial staff offered expert advice to guests. Pictured (l. to r.) are (seated) M. Warner, New York; George E. Stutz, Chicago, and H. W. Townsend, New York; (standing) Kurt M. Georgi, Detroit; L. R. Haasman, Boston; Fred Meyer, Chicago, and Leonard Luft, New York. Also in attendance but not shown here was Donald G. Divine, Chicago.

9. BASIC FOOD MATERIALS, INC.: A steady flow of visitors gave proof of the popularity of this firm. Acting as hosts were (seated, l. to r.) George W. Smale, C. M. Cox, and Ray F. Beerend, president; (standing) Jim Baker, Jim Baker & Associates, Milwaukee, Wis.; K. G. Potts; M. W. Smith; C. O. Hurry, and A. F. Corley.

10. SPENCER KELLOGG & SONS, INC.: This suite at the Morrison was a center of hospitality for meat packers. Present were (seated, l. to r.) H. R. Parr; Al Runkel, and John F. Reid; (standing) Floyd Crego; Joe Briley; Glen Parr, and Bill Cooper.

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Dispensing Fun and Information for Packer Guests

1. PRESERVALINE MFG. CO.: This hospitality headquarters at the Morrison was one of the highlights of the convention. (Seated, l. to r.) L. Rosmarin; E. V. Gooden, and Lee Kenyon, secretary; (standing) Ben Miller; A. A. Schaffner; Andrew J. Schnell; Timothy B. Halpin, and Karl Rein. Also in attendance (not shown) were Ted Brown; Ed Gisch, and J. Ryan, sales.
2. MEAT INDUSTRY SUPPLIERS, INC.: One of the best known firms in regular attendance at NIMPA meetings was ably represented (l. to r.) by (seated) Sol Morton, president; J. A. Lowe, and Ray Wilson; (standing) Marcus Moch, Detroit; De Witte Nelson, chief chemist, Meat Industry Suppliers; Gerald Karasik, superintendent, and Ralph Kaufman.
3. A. E. STALEY MFG. CO.: Hospitality was extended to conventioneers (l. to r.) by (seated) J. Faulb, Schwenger-Klein Co.; R. E. Baer, A. E. Staley Mfg. Co., Decatur, Ill., and N. C. Reedy, Schwenger-Klein Co.; (standing) P. J. Braun, A. E. Staley Mfg. Co.; E. H. Schrader; R. E. Harroun, and G. H. Walker.
4. MANHATTAN SOAP CO.: The door was always open, figuratively and literally, at the Manhattan Soap Co. headquarters, and innumerable convention visitors took advantage of the firm's hospitality to relax following busy meetings. Pictured here (l. to r.) are: I. R. Wiseman, manager, Has-
- kins Bros., Omaha, Neb.; Seymour T. Hull, purchasing agent for the Manhattan Soap Co.; I. C. Hull, of Manhattan's purchasing department, and C. F. Shubert, Manhattan divisional sales manager.
5. U. S. THERMO CONTROL CO.: One of the most popular suites at the meeting was the U. S. Thermo Control Co. headquarters. (Seated, l. to r.) S. S. London and M. B. Green; (standing) J. J. Breslin; V. L. Elias; E. I. Olson, and N. L. Stearn.
6. CINCINNATI BUTCHERS' SUPPLY CO.: Pleasure and profitable ideas were tendered visitors (r. to l.) by (seated) Herman Schmidt, president; Oscar Schmidt, jr., vice president; Geo. McSweeney, southeastern representative, and L. S. Hall, Southern Packers, Raleigh, N. C.; (standing) Walt. Hammann, Chicago branch manager; Howard M. Wilson, midwest representative; E. L. Daly, southwest representative; E. W. Stark, Chicago office, and Wm. C. Schmidt, vice president.
7. ENTERPRISE INCORPORATED: A warm and friendly welcome awaited visitors to Enterprise Incorporated headquarters. On the firm's informal reception committee (l. to r.) were (seated) James S. Wedeles, H. K. Hirsch and R. H. Marks; (standing) William A. Lucas, Don J. Kemp, French S. Pruitt and P. L. Neely.
8. PREMIER CASING CO.: A continuous reception was held at the Premier hospitality headquarters at the Morrison. (Seated, l. to r.) Jack Shribman; Leo Weglein; Al Weil, and Bob Bechstein; (standing) L. C. Stix, jr.; Jean Hax; Herman Goldberg, Anton Heilig, and L. C. Stix.
9. MILPRINT, INC.: Some of the industry's most prominent people were found in the Milprint rooms during the convention. Acting as hosts (l. to r.) were: (seated) Cliff Williams, Chicago sales; Jack Manion, manager meat packers division, and Russ Faulkner, sales; (standing) Jim Hopkins, division sales manager; Jack Sevick, jr., Chicago sales, and Ben Altheimer, national sales. Present, but not in picture were: Roy Hanson, vice president; Hugo Helle, jr.; Sam Grienblatt; Lester R. Zimmerman, Chicago manager; Bob Long, division sales manager; Howard Schmidt, division salesman, and Harry Jones.
10. THE GLOBE CO.: The firm's reputation for hearty hospitality and valuable assistance made this year's convention a huge success for many who visited the Globe rooms. Shown (l. to r.) are (seated) C. E. Gambill, president; L. G. McQueen, sales, and R. L. Gambill, vice president; (standing) D. P. Gambill, vice president, Pacific Coast; W. R. Conrad, sales; L. J. Spencer, sales manager; W. A. Rose, sales, and Jake Lissner, sales. Present, but not in picture, were: Bruno G. Czaja, sales correspondent; Frank J. Bilek, chief engineer; C. B. Bonfield, plant superintendent; Ed. Coleman, sales; G. L. Hoyt, vice president in charge of purchasing, and E. O. McCord, treasurer of the company.

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cene Age, many of which have since been dug up, give mute evidence of the lasting qualities of cypress never equalled for its decay resistance. In more recent years industry has also learned that it licks the difficulties of odor, taste and acid. Tidewater Red Cypress has ALL the qualities you demand for many specific industrial demands.

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Western Division: A. T. Luer, Luer Packing Co.; O. B. Joseph, James (Continued on page 90.)

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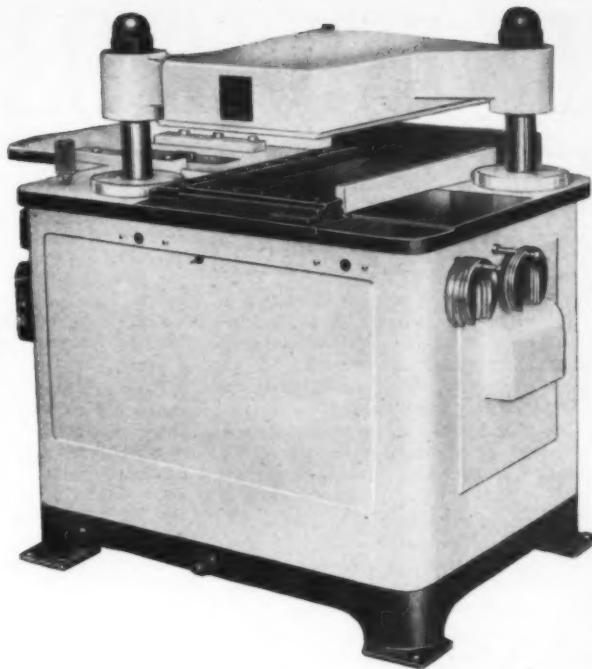
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IMPORTERS AND GRINDERS OF PURE NATURAL SPICES

Here's the inside story on forming bacon with a **BACON-MASTER** bacon former!



As you know, the function of a bacon former is to shape sides of pre-chilled bacon into perfectly rectangular slabs—of uniform width, even thickness and with perfectly square shaped ends and corners—so as to eliminate the accumulation of tremendous amounts of partial slices of bacon during the slicing operations, with the attendant financial loss. Such losses were regarded as "one of those things" previous to the invention and marketing of the BACON-MASTER Former, but within a short time after it made its appearance this truly remarkable machine had revolutionized the processing of slicing bacon. The simplicity of the forming operation and the fact that the machine's speed and efficiency made enormous savings in time, labor and products, was apparent to all.

Of course, packers knew these losses were occurring and they would have preferred to dispense with the slicing of bacon, but there was a tremendous consumer demand to contend with, and it could not be ignored. In an effort to reduce this loss, many packers resorted to the use of metal bacon forming boxes into which the warm, skinned slabs of bacon were placed one on top of another, with metal separator plates and freezer paper between—like a huge Dagwood—and the filled boxes were piled into a freezer. The value of the results obtained was questionable, for it was impossible to apply enough pressure to flatten each slab evenly from the brisket to flank end nor was it always possible to have just the right size box on hand so the bacon would be sure to "flow" into the corners. Then, too, it required lots of expensive labor to first pack the bacon into the boxes and then to pry the frozen slabs out of them, after which the boxes had to be cleaned and prepared for reuse—to say nothing about the investment in many sizes of boxes and the fact that a hundred pounds of steel had to be transported and refrigerated along with every hundred pounds of bacon. It was a make-shift arrangement at best.

The BACON-MASTER eliminates these expensive and inefficient bacon handling operations and because it does a perfect job of forming, its users now recover from 1c to 2c per pound, which they formerly lost on every pound of bacon sliced. The operator simply places the warm slabs of bacon onto racks in a freezer in a manner as will insure the bacon being chilled, or "set", to proper slicing temperatures of about 28-30 degrees, which also prepares it for forming. Next, the chilled slabs of bacon are brought to the bacon former, which is usually located adjacent to the bacon slicer so that the slicing machine operator can first form the bacon before placing it into

the slicer. The operator places a slab into the forming chamber of the press and then pushes two control buttons on the front of the machine, which, for safety's sake, requires both hands, and the machine goes through its pressing cycle. The heavy head casting comes down and flattens the belly to the predetermined thickness between it and the top proper. Next, the left side forming member comes in to the pre-determined width and forces the bacon against the stationary right side forming member—which action also evens up the thickness of each slab by filling voids in low spots. Then the front end forming member slides backward, moving the slab of bacon against the stationary rear end forming member until all remaining low spots in the slab are filled, thus completing the forming operations. Each slab of bacon receives an ironing action on its top surface during the last operation. The operator now removes one or both hands from the control buttons and the machine's forming members automatically return to their original starting position, ready to form the next bacon slab. All these operations have taken place in less time than it takes to read this sentence! The perfectly formed slab of bacon is removed from the chamber of the press and is now ready for slicing, or it can be stored for future slicing. Instead of producing about 10% partial slices, as was formerly the case, the slicer will produce full slices from the very beginning of the formed slab. Furthermore, since the bacon has been formed to a uniform thickness and width, the number of slices per pound can be regulated more uniformly and the appearance of the product and package has been enhanced.

Today's BACON-MASTER is a vastly improved version of our pioneer model for it is a beautifully streamlined and highly efficient piece of equipment into the design of which has been incorporated the practical experiences and knowledge of the sciences of electricity, mechanics, and hydraulics, that our trained engineers have gained in their unceasing efforts to improve on this machine. BACON-MASTERS are simply, but substantially built for long, dependable, trouble-free service. They are fast, quiet, and safe because the action is fool-proof and, in the event of an emergency, the forward motion, or pressing cycle, can be instantly reversed by releasing one or both the buttons, and the press returns to the starting position. They can be easily cleaned and kept sanitary and the design is such that it is impossible for hydraulic oil or lubricating grease to contact the product or leak onto the floor. They can handle *all* sizes of bacon without delay in changing the size of the forming chamber. If you are slicing bacon, you positively cannot afford to be without this machine!

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LIVESTOCK MARKETS

Weekly Review

ANNOUNCE SLAUGHTER CONTROL PROGRAM

THE Office of Price Administration and the Department of Agriculture announced this week that a livestock channeling program soon will be put in effect on the commercial slaughter of cattle, calves and hogs.

As THE NATIONAL PROVISIONER went to press at midweek (because of the NIMPA convention coverage) no details of the new plan were available.

Slaughter percentages under the new margins will be higher than those used last year, OPA said, because more meat is now available for civilian consumption.

Since OPA Control Order 1 was suspended in September, 1945, there have been no restrictions on the slaughtering of livestock. At that time the continuation of the big demand for meat that has come from sustained high levels of employment and earnings was not foreseen by OPA.

The program will provide a livestock channeling system which will give each legitimate slaughterer an opportunity to slaughter the same proportion of the available supply of cattle, calves, and hogs as he slaughtered in 1944. The volume of livestock which slaughterers may kill will be adjusted rapidly as the supply changes.

OPA and the Department of Agriculture will cooperate in the administration of the new program, it was explained. Agriculture will be responsible for the administration of the program as it applies to federally inspected slaughtering plants. OPA will administer the program with respect to all others.

Both agencies said that the new program will be vigorously enforced. The Department of Agriculture at present has representatives in every federally inspected plant. OPA is increasing its enforcement staff to do its share of the job in the non-federally inspected plants.

Slaughter by farmers for their own use will not be restricted by this program.

which was a drop of 11 per cent from the 184,000 a week earlier, and 32 per cent below the 240,000 a year ago.

Calf slaughter was estimated at 107,000 head, compared with 104,000 last week and 121,000 for the corresponding week last year. The output of inspected veal for three weeks under comparison was figured at 8,000,000, 8,000,000 and 11,000,000 lbs., respectively.

The number of sheep and lambs slaughtered for the week was estimated at 362,000 head which was 11 per cent below the 406,000 a week earlier.

Hog slaughter was estimated at 83,000 head, which was one per cent above the 830,000 head slaughtered during the preceding week, and 17 per cent above the 716,000 for the same week in 1945. Estimated production of pork was 123,000,000 lbs., 2,000,000 lbs. above last week, and 14,000,000 lbs. above the 109,000,000 lbs. a year ago.

ANOTHER SLIGHT DROP IN MEAT PRODUCTION

Meat production under federal inspection for the week ended April 13 totaled 234,000,000 lbs., the U. S. Department of Agriculture Meat Board reported this week. This was four per cent less than the 245,000,000 lbs. in the preceding week and 11 per cent below the 263,000,000 lbs. produced during the corresponding week of last year.

Slaughter of cattle under federal inspection was estimated at 163,000 head,

New NIMPA Officers

(Continued from page 88)

Henry Packing Co.; Anton Riede, Coast Packing Co.; D. E. Nebergall, Nebergall Meat Co.; I. B. Vignaux, Golden West Meat Co.; I. H. Hoffman, Hoffman Bros. Packing Co.; Joseph Kaufman, Kaufman Meat Co.; F. E. Humphrey, Jr., Humphrey Meat Packing Co.; Erwin Sklar, Federal Meat Packing Co.



Your Guide TO LIVESTOCK BUYING EFFICIENCY

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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on April 17, 1946, reported by Office of Production & Marketing Administration:

BEEF (quotations based on hard hogs): Chicago Nat. Stock Yards Omaha Kans. City St. Paul

BARROWS AND GILTS:

Good and Choice:

120-140 lbs.	\$14.25-14.85	\$14.80 only	\$.....	\$.....	\$.....
140-160 lbs.	14.50-14.85	14.80 only	14.50 only	14.25-14.50	14.60 only
160-180 lbs.	14.85 only	14.80 only	14.50 only	14.45-14.55	14.60 only
180-200 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
200-220 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
220-240 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
240-270 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
270-300 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
300-330 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
330-360 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only

Medium:

160-220 lbs.	13.50-14.85	14.25-14.80	14.00-14.50	14.25-14.55	14.25-14.60
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SOWS:

Good and Choice:

270-300 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
300-330 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
330-360 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
360-400 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only

Good:

400-450 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
450-550 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only

Medium:

250-350 lbs.	11.50-13.50	13.25-14.05	13.25-13.75	13.60-13.80	13.60-13.85
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PIGS (SLTR.):

Medium to Choice:

90-120 lbs.	12.00-14.85	14.00-14.80
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SLAUGHTER CATTLE, VEALERS, AND CALVES:

STEERS, Choice:

700-900 lbs.	16.50-17.50	16.50-17.50	16.25-17.25	16.25-17.40	16.50-17.50
900-1100 lbs.	17.00-17.75	16.50-17.50	16.35-17.50	16.50-17.50	16.75-17.70
1100-1300 lbs.	17.00-18.00	16.75-17.75	16.65-17.50	16.75-17.65	16.75-17.70
1300-1500 lbs.	17.25-18.00	16.75-17.75	16.75-17.50	17.00-17.65	16.75-17.70

STEERS, Good:

700-900 lbs.	16.00-16.75	14.75-16.50	15.00-16.35	15.00-16.25	14.50-16.75
900-1100 lbs.	16.25-17.00	15.00-16.50	15.25-16.50	15.50-16.50	14.75-16.75
1100-1300 lbs.	16.25-17.00	15.25-16.75	15.50-16.50	15.65-16.75	14.75-16.75
1300-1500 lbs.	16.50-17.25	15.25-16.75	15.75-16.50	15.75-16.75	14.75-16.75

STEERS, Medium:

700-1100 lbs.	13.75-16.00	13.00-15.00	12.50-15.00	12.50-15.00	12.00-14.75
1100-1300 lbs.	14.00-16.00	13.25-15.25	13.75-15.25	12.25-14.75

STEERS, Common:

700-1100 lbs.	12.00-14.00	11.00-13.25	10.50-12.00	11.00-12.50	10.25-12.25
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HEIFERS, Choice:

600-800 lbs.	16.00-17.00	16.25-17.50	15.75-17.00	16.25-16.75	16.00-17.25
800-1000 lbs.	16.50-17.50	16.50-17.50	16.00-17.40	16.50-17.25	16.25-17.50

HEIFERS, Good:

600-800 lbs.	15.50-16.00	14.25-16.25	14.50-15.75	15.00-16.25	14.00-16.25
800-1000 lbs.	16.00-16.50	14.50-16.50	14.50-15.75	15.50-16.50	14.00-16.25

HEIFERS, Medium:

500-600 lbs.	12.50-15.50	11.50-14.50	11.25-14.25	12.00-14.75	11.50-14.00
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HEIFERS, Common:

500-600 lbs.	10.50-12.50	10.00-11.50	10.25-11.25	10.50-11.75	9.50-11.50
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COWS, All Weights:

Good	14.00-15.00	12.50-14.25	12.25-14.25	12.75-14.00	12.25-14.00
Medium	12.75-14.00	10.25-12.50	10.75-12.25	11.00-12.50	10.25-12.25
Cutter & Co.	8.25-12.75	8.00-10.25	7.75-10.75	8.00-11.00	8.00-10.25
Canner	7.00-8.25	7.00-8.00	7.00-7.75	6.75-8.00	7.00-8.00

BULLS (Yng. Excl.), All Weights:

Beef, good	13.75-15.00	13.50-14.50	13.00-14.00	13.50-14.00	13.00-14.00
Sausage, good	13.00-14.00	12.25-13.25	12.25-13.00	12.75-13.50	11.75-13.00
Sausage, med.	12.00-13.00	11.00-12.25	11.25-12.25	11.25-12.75	10.50-11.75
Sausage, cut. & com.	10.00-12.00	9.00-11.00	9.25-11.25	8.75-11.25	8.50-10.50

VEALERS:

Good & choice....	14.00-17.00	13.50-17.00	13.00-15.00	14.00-17.00	14.50-16.50
Com. & med.	9.50-14.00	10.00-13.50	9.50-13.00	9.00-14.00	10.00-14.50
Cull	8.00-9.50	6.50-10.00	8.00-9.50	6.00-9.00	7.00-10.00

CALVES:

Good & choice....	13.50-15.00	12.50-15.50	12.00-14.50	13.00-16.00
Com. & med.	10.00-13.50	9.50-12.50	9.50-12.00	9.00-13.00
Cull	8.00-10.00	6.50-9.50	8.00-9.50	6.00-9.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS (Wooled):

Good & choice....	17.00-17.10	16.50-17.00	16.25-16.75	16.25-16.75	15.75-16.50
Med. & good	14.75-16.75	14.50-16.25	14.25-16.00	14.25-16.00	13.25-15.50
Common	12.25-14.00	12.00-13.75	12.00-13.50	12.50-14.00	10.75-13.00

EWES:

Good & choice....	8.50-9.00	8.00-8.50	8.25-8.75	8.25-9.00	7.50-8.75
Com. & med.	7.00-8.25	6.75-7.75	6.50-8.00	7.00-8.00	5.50-7.25
Common	5.00-6.25	4.75-5.75	4.50-5.75	4.50-5.75	3.50-5.00

Quotations on woolled stock based on animals of current seasonal market weights and wool growth. Those on short stock on animals with No. 1 and No. 2 pelts.

Quotations on slaughter lambs of Good and Choice and of Medium and Good grades, and on ewes of Good and Choice grades, as combined, represent lots averaging within the top half of the Good and the top half of the Medium grades.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 18 centers for the week ended April 13, 1946.

CATTLE

	Week ended Apr. 13	Prev. week	Ovr. 1945
Chicago	4,868	8,054	19,405
Kansas City	6,530	6,858	17,694
Omaha	8,014	12,249	20,460
East St. Louis	2,240	2,625	8,225
St. Joseph	2,752	2,723	5,898
Sioux City	5,610	7,943	16,336
Wichita	975	1,315	3,154
Philadelphia	3,930	3,738	12,903
Indianapolis	228	467	720
New York & Jersey City	12,274	12,816	22,002
St. Louis, Mo.	1,024	1,024	2,000
Total	71,107	85,906	130,037

*Cattle and calves.

HOGS

	Week ended Apr. 13	Prev. week	Ovr. 1945
Chicago	14,		

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 13, 1946, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Armour, 494 hogs and 879 shippers; Swift, 101 hogs and 1,039 shippers; Wilson, 1,352 hogs; Agar, 1,425 hogs; Shippers, 7,361 hogs; Others, 17,414 hogs.

Total: 4,868 cattle; 2,094 calves; 28,147 hogs; 14,531 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	438	101	418	4,683
Cudahy	397	170	369	2,058
Swift	188	151	392	2,698
Wilson	263	138	428	1,870
Campbell	432	—	—	—
Kornblum	1,026	—	—	—
Others	11,353	751	3,703	10,205
Total	14,097	1,311	5,310	21,516

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	1,722	—	3,459	7,356
Cudahy	1,275	—	2,561	5,089
Swift	1,797	—	2,168	7,215
Wilson	595	—	2,237	—
Independent	—	—	990	—
Others	—	—	7,694	—
Cattle and calves	Eagle, 120;			
Greater Omaha, 222; Hoffman, 99;				
Rothschild, 374; Roth, 336; South				
Omaha, 1,404; Kingan, 1,317; Mer-				
chants, 91.				
Total: 9,352 cattle and calves;				
19,109 hogs and 19,660 sheep.				

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	8	394	3,528	613
Swift	289	917	2,530	981
Hunter	211	—	2,932	31
Krause	—	—	1,073	—
Heil	—	—	1,227	—
Laclede	—	—	1,857	—
Siefert	—	—	1,797	—
Others	1,732	295	3,129	942
Shippers	5,939	3,524	12,278	94
Total	8,179	5,130	28,033	2,061

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	671	313	3,157	10,297
Armour	610	4	2,649	1,860
Others	3,900	485	1,226	5,087
Total	5,181	802	7,042	17,214

Not including 4 cattle, 55 calves, 10,919 hogs and 5,360 sheep bought direct.

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Cudahy	1,583	21	6,448	2,186
Armour	1,727	20	6,583	3,131
Swift	2,207	33	3,914	1,723
Others	802	—	—	—
Shippers	18,310	—	6,653	1,518
Total	24,629	74	26,598	8,558

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	223	214	2,444	6,158
Guggenheim	118	—	—	—
Dunn-Osterberg	87	—	119	—
Dold	—	—	1,153	—
Sunflower	44	—	192	—
Others	3,522	—	1,373	11
Total	3,994	214	5,281	6,169

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	149	215	899	472
Wilson	80	197	866	62
Others	238	2	1,079	—
Total	467	414	2,844	534

Not including 38 cattle, 6,180 hogs and 4,301 sheep bought direct.

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	—	—	—	120
Kahn's	16	—	4,682	—
Lorey	—	—	513	—
Meyer	4	—	2,900	—
Schlaechter	105	50	—	—
Schroth	95	—	2,689	—
National	3	—	—	—
Others	1,033	869	1,166	8
Shippers	138	998	2,032	—
Total	1,400	1,857	14,015	128

Not including 4,221 cattle and 3,671 hogs bought direct.

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	174	131	2,229	12,626
Swift	85	71	3,333	15,086
Blue	—	—	—	—
Bonnet	245	8	112	—
City	210	4	242	—
Rosenthal	137	20	27	221
Total	851	234	4,943	27,933

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	765	89	3,361	13,076
Swift	78	89	2,811	7,415
Cudahy	689	—	2,190	3,707
Others	4,137	229	1,592	2,012
Total	5,669	407	9,954	26,210

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	2,009	2,565	5,557	1,933
Bartsch	922	—	—	—
Cudahy	710	1,386	—	—
Rifkin	863	197	—	—
Superior	1,451	—	—	—
Swift	2,108	5,000	12,069	2,189
Others	3,561	1,858	—	—
Total	11,714	11,015	20,626	4,488

TOTAL PACKER PURCHASES

	Week ended	Cor.	Prev. week,
Cattle	Apr. 11.	3,615	490
	Apr. 12.	1,832	568
	Apr. 13.	237	122
	Apr. 14.	4,501	270
	Apr. 15.	8,500	200
	Apr. 16.	—	1,000
	Apr. 17.	—	11,000
Calves	far.	20,645	2,038
	Wk. ago.	32,481	2,401
	1945	37,230	2,583
	1944	37,771	3,343
Hogs	90,448	102,302	144,986
	1945	178,982	178,164
	1944	149,433	156,239
Sheep	10,670	10,670	17,452

*Including 124 cattle, 177 calves, 15,902 hogs and 11,911 sheep direct to packers.

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Apr. 11.	3,880	256	1,193	4,281
Apr. 12.	3,041	107	1,079	1,098
Apr. 13.	188	—	153	427
Apr. 14.	9,278	264	507	2,906
Apr. 15.	4,501	270	1,365	2,578
Apr. 16.	17,500	200	1,500	2,000
Apr. 17.	so far.	19,279	734	3,372
Wk. ago.	22,319	675	4,934	5,200
1945	17,125	645	3,131	8,225
1944	13,084	415	971	6,082

CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Wednesday, April 17, 1946.

	Week ended	Prev. week,
Packers' purch.	14,717	20,958
Shippers' purch.	4,006	6,909
Total	19,323	27,867

APRIL RECEIPTS

	1946	1945
Cattle	105,080	112,828
Calves	9,147	9,342
Hogs	146,814	119,412
Sheep	86,559	92,900
Total	301,453	324,540

APRIL SHIPMENTS

	1946	1945
Cattle	75,314	52,518
Calves	17,140	11,775
Sheep	30,100	32,973

PACIFIC COAST LIVESTOCK

Receipts for five days ended April 11:

	Cattle	Calves	Hogs	Sheep
Los Angeles	5,780	613	720	68
San Francisco	800	30	950	800
Portland	1,500	215	450	1,285

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Production and Marketing Administration.)

WESTERN DRESSED MEATS

	New York	Phila.	Boston
Week ending April 13, 1946	6,276	1,885	62
Week previous	4,867	1,696	71
Same week year ago	4,070	1,331	100
Week ending April 13, 1946	2,135	1,700	48
Week previous	1,860	1,744	36
Same week year ago	10,558	920	32
Week ending April 13, 1946	45,299	9,410	13,311
Week previous	32,494	9,171	12,600
Same week year ago	23,893	9,365	10,325
Week ending April 13, 1946	4,583	280	23
Week previous	3,602	358,424	82,325
Same week year ago	64,538	260,110	51,301
Week ending April 13, 1946	12,274	3,930	1,620
Week previous	12,816	3,738	1,620
Same week year ago	12,002	2,461	1,620
Week ending April 13, 1946	9,422	2,233	1,620
Week previous	8,329	2,423	1,620
Same week year ago	6,657	2,495	1,620
Week ending April 13, 1946	47,708	9,066	1,620
Week previous	40,217	10,971	1,620
Same week year ago	39,239	9,417	1,620
Week ending April 13, 1946	39,105	3,251	1,620
Week previous	49,018	2,155	1,620
Same week year ago	36,823	2,435	1,620
Country dressed product at New York totaled 9,090 veal, 16 hogs and 130 lambs. Previous week 10,664 veal, 25 hogs and 130 lambs in addition to the shown above.			

LOCAL SLAUGHTERS

	New York	Jersey City	Baltimore	Philadelphia
New York	12,274	9,422	20,350	4,270
Jersey City				
Baltimore				
Philadelphia				

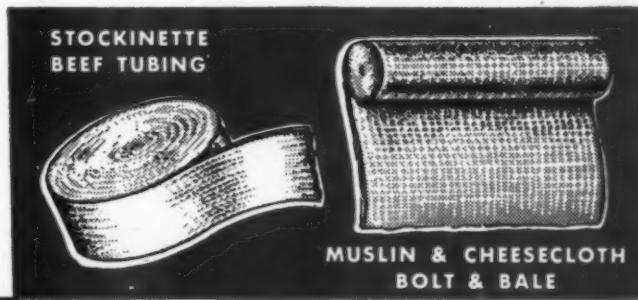
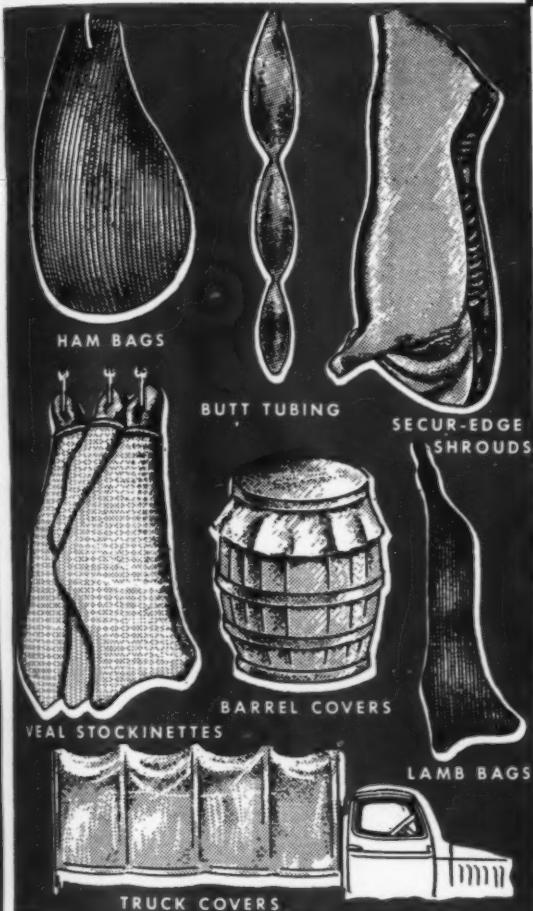
	Cincinnati	Elmira	St. Paul-Wis. Group¹	Baltimore	St. Louis Area²	Sioux City	Omaha	Kansas City	Iowa & So. Minn.³

</

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Give your quality meats the protection they deserve. Order EAGLE Covers for positive protection from dirt and handling, and for eye-appealing quality.

Selected materials and modern manufacture count for the ever increasing demand for EAGLE Covers. Let us know your requirements.



- STOCKINETTE BAGS
- CATTLE WIPE
- CHEESECLOTH
- *FRIDGI-NETTE FOR FROZEN POULTRY
- SECUR-EDGE SHROUDS
- BEEF CLOTH IN ROLLS
- POLISHING CLOTHS
- HAM TUBING
- BOLOGNA TUBING
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- BURLAP BAGS
- BARREL COVERS
- TRUCK COVERS
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*NEW AND IMPROVED STOCKINETTE FOR FROZEN FOODS, MANUFACTURED BY EAGLE BEEF CLOTH CO.

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Makers of Textile for Meats Since 1929

AGENTS IN PRINCIPAL CITIES

KETS
Marketing

ila. Dens
385 67
696 71
531 106
744 40
.770 40
16 50
19 50
2 50
560 718
635 824
920 806
4,410 12,311
1,711 12,000
3,365 10,331
280 23
269 1,067
762 90
7,002 71,559
8,424 82,221
0,110 51,380

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23,363 1,00
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25,375 17,00
34,859 22,00
14,917
40,612
12,087
27,255
20,774
19,159
09,491
Wilson, Milwaukee,
St. Louis, Ill.,
Albert Dodge, Sioux
City, Iowa, and
Albert Lee, Minn.
Ala., Tallahassee,
Okla., Tifton, Ga.,
Okla., Ft. Worth,
Utah, "Incline
Valley, Calif.

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Calves
44
104
251

April 20, 1948

PROVISIONS AND LARD

Weekly Review

Storage Stocks of Beef and Pork Are Reduced in March

COLD storage stocks of meats registered another decline during March and, barring April 1 totals of a year ago, holdings were lightest for the date since 1939. Both pork and beef stocks declined where ordinarily slight gains occur during the period. Only minor changes were registered in other meat holdings.

Beef stocks on April 1 totaled 158,703,000 lbs., a slight decline from the 159,003,000 lbs. held a month earlier. The total was larger than a year ago and also greater than the five-year average. Pork in storage totaled 397,924,000 lbs., compared with 426,545,000 lbs. a month earlier and a five-year average of 616,954,000 lbs. Stocks of sausage products and canned meat items

were up slightly, but holdings of veal, lamb and offal items were off fractionally. Minor declines were also registered in lard holdings when compared with March 1 totals.

The government report revealed that cooler occupancy increased four points during March from 62 to 66 per cent. Freezer occupancy dropped seasonally four points from 81 on March 1 to 77 on April 1.

AMENDMENT 8, RMPR 74

Under Amendment 8 to RMPR 74, effective April 15, the person who performs a fat extraction service on tankage may purchase either the fat or the tankage or both at their respective maximum prices. In such cases, however, he must deduct from the maximum price for such product or products his maximum lawful charge for the extraction service.

Processed Meat Volume

Declines During March

Meat processing under federal inspection during March was at a noticeably slower rate when compared with a month earlier and the same time as last year. There were exceptions, however, but the sausage, canned meat and loaf production totals were well under a year ago, while sliced bacon output was greatly increased.

MEAT PRODUCTS PROCESSED UNDER FEDERAL INSPECTION

(Pounds)

MEAT PLACED IN CURE:	
Beef	7,490,200
Pork	236,378,340
SMOKED AND/OR DRIED:	
Beef	3,280,420
Pork	160,137,480
SAUSAGE:	
Fresh, finished	24,810,718
Smoked and/or cooked	82,989,687
To be dried or semi-dried	10,284,588
Total	128,005,983
LOAF, HEADCHEESE, CHILI CON CAENE, JELLIED PRODUCT, ETC.	
BACON, sliced	16,857,414
COOKED MEAT:	62,244,954
Beef	2,325,725
Pork	43,566,623
CANNED MEAT AND MEAT FOOD PRODUCTS:	
Beef	14,006,780
Pork	60,522,398
Sausage	7,388,622
Soup	41,653,272
All other	43,068,318
Total	166,750,391
LARD: rendered, refined	194,709,078
PORK FAT: rendered, refined	12,308,955
OLEO STOCK	10,311,280
EDIBLE TALLOW COMPOUND CONTAINING ANIMAL FAT	6,504,728
OLEOMARGARINE CONTAINING ANIMAL FAT	20,408,712
MISCELLANEOUS	8,073,688
Total	1,068,266,419*

*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

U. S. COLD STORAGE STOCKS ON APRIL 1				
	Apr. 1, 1946	Mar. 1, 1946	Apr. 1, 1945	Apr. 1, 5-yr. av. 1941-45
Thousands of pounds				
BEEF				
Frozen	150,165	149,833	144,599	143,435
In cure, cured and smoked	8,538	9,170	8,080	13,010
Total beef	158,703	159,003	152,629	156,445
PORK				
Frozen	207,962	219,680	113,932	284,741
Dry salt in cure and cured	48,676	41,470	92,264	125,295
Other in cure, cured & smoked	149,286	165,395	119,307	206,918
Total pork	397,924	426,545	325,503	616,954
OTHER MEATS AND MEAT PRODUCTS				
Sausage and sausage room products	23,676	22,607	22,301	...
Frozen lamb and mutton	15,277	16,533	15,294	12,410
Frozen veal	4,937	5,668	5,209	...
Canned meats & meat products	22,640	21,711	16,953	...
All edible offal ¹	48,054	48,820	26,258	90,011
TOTAL ALL MEATS ¹	671,211	700,887	564,117	875,820
LARD AND RENDERED PORK FAT				
Lard	79,041	87,400	47,988	220,204
Rendered pork fat	2,394	2,784	1,740	...
Total	81,435	90,184	49,728	220,204

¹Current figures not entirely comparable with 5-yr. average.

MONTREAL.—The Dominion Bureau of Statistics reports that preliminary estimates indicate that civilian per capita consumption of meat declined sharply in Canada during 1945.

★ Over 30 Years' Experience!

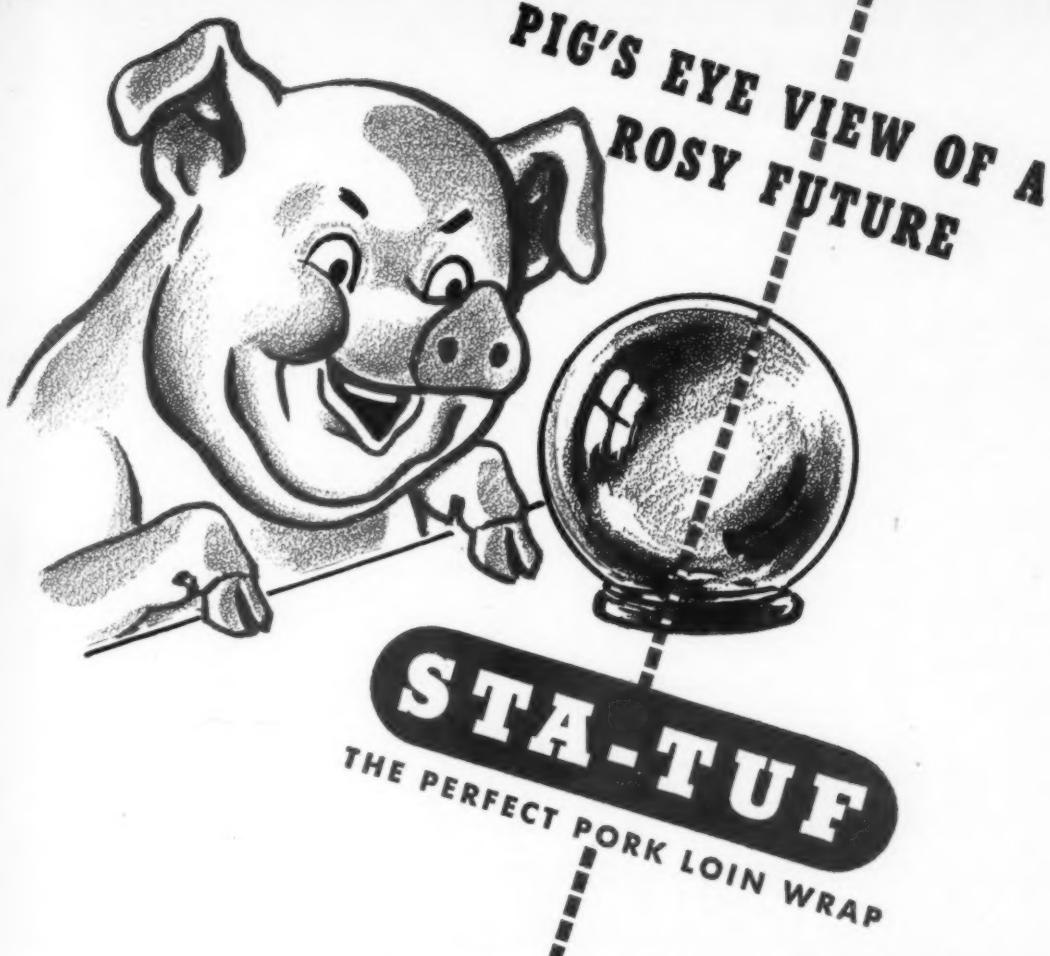
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Pork loins protected with Sta-Tuf retain their original freshness and bloom, with no loss of flavor. Especially processed to withstand deterioration, this tough, durable, wet-strength packing paper controls sweating, prevents mold and dehydration. Even when soaking wet, Sta-Tuf resists pulping and disintegration.

Sta-Tuf's extreme light weight, plus its toughness and pliancy, makes it easier to handle. It wraps easily, peels off in a whole single sheet without stripping, picking or tearing. White, odorless and taste-free, Sta-Tuf is the leading choice of packers competing for the lion's share of the pork loin market.

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CHICAGO 38

WAXED, OILED, WET-STRENGTH AND LAMINATED PAPERS

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

#Carcass Beef

	Week ended Apr. 17, 1946 per lb.
Steer, hfr., choice, all wts....	2105
Steer, hfr., good, all wts....	2005
Steer, hfr., com., all wts....	1805
Steer, hfr., utility, all wts....	1605
Cow, commercial, all wts....	1805
Cow, canner and cutter....	1330
Hindquarters, choice....	2330
Forequarters, choice....	1905
Cow, hdq., commercial....	1830
Cow, foreq., commercial....	1705

#Beef Cuts

Steer, hfr., sh. loin, choice....	3305
Steer, hfr., sh. loin, good....	3080
Steer, hfr., sh. loin, com....	2580
Steer, hfr., sh. loin, util....	2255
Cow, sh. loin, com....	2580
Cow, sh. loin, util....	2255
Steer, hfr., round, choice....	2280
Steer, hfr., round, good....	2155
Steer, hfr., rd., commercial....	1830
Steer, hfr., rd., utility....	1665
Steer, hfr., loin, choice....	3005
Steer, hfr., loin, good....	2750
Steer, hfr., loin, commercial....	2355
Cow, loin, commercial....	2355
Cow, loin, utility....	2080
Cow, round, commercial....	1930
Cow, round, utility....	1655
Steer, hfr., rib, choice....	2455
Steer, hfr., rib, good....	2380
Steer, hfr., rib, commercial....	2155
Steer, hfr., rib, utility....	1905
Cow, rib, commercial....	2155
Cow, rib, utility....	1905
Steer, hfr., sir., choice....	2755
Steer, hfr., sir., good....	2630
Steer, hfr., sir., com....	2155
Steer, hfr., corn, flank....	2155
Cow, sirloin, commercial....	2155
Cow, sirloin, util....	1855
Steer, hfr., flank steak....	2405
Cow, flank steak....	2405
Steer, hfr., reg. chk., choice....	2055
Steer, hfr., reg. chk., good....	1930
Steer, hfr., reg. chk., com....	1805
Steer, hfr., reg. chk., utility....	1805
Cow, reg. chk., commercial....	1805
Cow, reg. chk., utility....	1605

*Beef Cuts (Continued)

Steer, hfr., c. e. chk., choice....	1880
Steer, hfr., c. e. chk., gd....	1805
Steer, hfr., c. e. chk., com....	1635
Steer, hfr., c. e. chk., utility....	1505
Cow, c. e. chk., commercial....	1655
Cow, c. e. chk., utility....	1505
Steer, hfr., forehank....	1255
Cow, forehank....	1255
Steer, hfr., brisket, choice....	1730
Steer, hfr., brisket, com....	1530
Steer, hfr., brisket, utility....	1580
Cow, brisket, commercial....	1580
Cow, brisket, utility....	1530
Steer, hfr., back, choice....	2185
Steer, hfr., back, good....	2050
Cow, back, choice....	1905
Cow, back, utility....	1880
Steer, hfr., arm chuck, choice....	1930
Steer, hfr., arm chuck, good....	1830
Cow, arm chuck, commercial....	1730
Cow, arm chuck, utility....	1555
Steer, hfr., sh. pl., gd. & ch....	1455
Steer, hfr., sh. pl., com. & util....	1380
Cow short plate, commercial....	1380
Cow short plate, utility....	1380

*Quot. on beef items include permitted additions for zone 5, plus 25¢ per cwt. for local del.

+Veal—Hide on

Choice carcass.....	2075
Good carcass.....	1975
Choice saddles.....	2355

+Veal prices include permitted addition for Zone 5, 25¢ per cwt. for double wrapping and 25¢ per cwt. for delivery.

*Beef Products

Brains.....	74
Hearts, cap off.....	154
Tongues, fresh or froz....	224
Tongues, can., fresh or froz....	164
Sweet breads.....	234
Ox tails, under 1/2 lb....	84
Tripe, scalded.....	4%
Tripe, cooked.....	8%
Livers, unblemished.....	25%
Kidneys.....	11%

*Veal and Lamb Products

Brains.....	9%
Calf Liver, Type A.....	49%
Sweetbreads, Type A.....	39%
Lamb tongues.....	15

*Prices carlot and loose basis. For lots under 500 lbs. add \$0.625. For packing in shipping containers, add per cwt.: in 5 lb. container (sweetbreads, brains & cutlets only) \$2.00.

**Lamb

Choice lambs.....	2555
Good lambs.....	2485
Commercial lambs.....	2225
Cold lamb kidneys.....	2060
Good hindbride.....	2785
Choice fore.....	2225
Good fore.....	2110

**Mutton

Choice sheep.....	1810
Good sheep.....	1785
Choice saddles.....	1610
Good saddles.....	1485
Choice forces.....	1085
Good forces.....	910
Mutton legs, choice.....	1735
Mutton loins, choice.....	1485

*Quot. on lamb and mutton are for Zone 5 and include 10¢ for stockinette, plus 25¢ per cwt. for del.

*Fresh Pork and Pork Products

Reg. pork loins, und. 12 lbs.....	24%
Picnics.....	20%
Tenderloins, 10-lb. cartons.....	32
Tenderloins, loose.....	30%
Spareribs, under 3 lbs.....	22%
Boston butts, 3/8 lbs.....	25
Boneless butts, c. t.....	29
Neck bones.....	4%
Figs, feet.....	4%
Kidneys.....	10
Livers, unblemished.....	12
Brains.....	11
Ears.....	6
Snouts, lean out.....	6
Snouts, lean in.....	7%
Heads.....	8%
Chitterlings.....	8
Tidbits, hind feet.....	8%

*Prices carlot and loose basis.

WHOLESALE SMOKED MEATS

Fancy regular hams, 14/15 lbs., parchment paper.....	35%
Fancy skinned hams, 14/15 lbs., parchment paper.....	35%
Fancy trim, brisket off, bacon, 8 lb. down, wrap.....	35%
Square cut seedless bacon, 8 lb. down, wrap.....	35%
Beef sets, smoked	
Inside, D Grade.....	35%
Outsides, D Grade.....	35%
Knuckles, D Grade.....	35%

Quotations on pork items are based, wrapped, f.o.b. Chicago, subject to OPA quantity differentials.

EWINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	41.50
Regular tripe, 200-lb. bbl.....	21.50
Honey, tripe, 200-lb. bbl.....	21.50

BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces.....	\$2.00
80-100 pieces.....	2.00
100-125 pieces.....	2.00
Clear plate pork, 20-30 pieces.....	2.00
Brisket pork.....	2.00
100-125 pieces.....	2.00
Plate, beef, 200 lb. bbls.....	2.00
Ex. plate beef, 200 lb. bbls.....	2.00

For prices on sales to War Procurement Agencies, see Amendment 26 to RMPR 148, effective May 26, 1946.

*Quot. on pork items are for less than 5,000 lb. lots and include all permitted additions, except boxing and loc. del.

SAUSAGE MATERIALS

Carlot basis, Chgo. zone, loose basis.	
Reg. pork trim, (50% fat).....	11
Sp. lean pork trim, 85%.....	11
Pork cheek meat.....	10
Pork livers, unblemished.....	10
Boneless bull meat.....	10
Boneless chuck.....	10
Shank meat.....	10
Beef trimmings.....	10
Dressed canners.....	10
Dressed cutter cows.....	10
Dressed bologna bulls.....	10
Pork tongues.....	10

IBM FRANKFURTER BANDING MACHINE

ADVANTAGES

- INCREASED SALES
- CONSUMER DEMAND
- DISTINCTION
- LABOR SAVING
- CONVENIENCE
- NO CAPITAL OUTLAY
- by identification of product
- by labeling with Heat Sealed Bands
- by uniform individual bands
- by banding 3,600 per hour
- by minimum space and personnel
- by distribution on a rental basis

SPECIFICATIONS

PRODUCTION	3,600 per hour
OPERATORS	one to feed machine
CAPACITY	16 to 22 mm. diameter — 3 1/4" to 7" long
FEATURES	bands singly or one of two paired bands
BANDS	thermoplastic type for heat sealing
FLOOR SPACE	approximately 4 x 9 feet

INTERNATIONAL
BANDING MACHINE CO.
1013 GRAND STREET, BROOKLYN 6, N.Y.

SMOKED

DRY SAUSAGE	
Carvelat, dry, in hog bungs	.59%
Thuringer	.32%
Farmer	.42%
Hofstener	.42%
C. Salami, semi-dry	.51%
B. C. Salami, semi-dry	.53%
Geno style Salami	.64%
Pepperoni	.52%
Mortadella, semi-dry	.29%
Cappicola (cooked)	.43%
Prosciutto	.38%

DOMESTIC SAUSAGE

(Quotations cover Type 2, except where otherwise noted.)

Pork saus., hog casings Type 1	.20%
Pork saus., bulk Type 1	.28
Frankfurts, in sheep casings	.32
Frankfurts, in hog casings	.29
Bologna, natural casings	.26 1/2
Bologna, artificial casings	.25 1/2
Liver saus., fr., hog casings	.26
Saakd. liver saus., hog bungs	.24 1/2
Head cheese	.24 1/2
New Eng., natural casings	.28 1/2
Minced lunch, natural casings	.25 1/2
Tongue and blood	.29 1/2
Blood sausage	.24 1/2
•Sausage	.20 1/2
Pork sausage	.29 1/2

*Prices based on zone 5, plus \$1.50 per cwt. for sales to retailers and purveyors of meats where no del. is made. Prices include boxing or packaging costs.

*Individual sellers' ceiling.

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/hse)	
in 425-lb. bbls., del. f.o.b. N.Y.	\$ 8.75
Saltpeter, n. ton, f.o.b. N.Y.	8.60
Dbl. refined grain	12.00
Small crystals	13.00
Medium crystals	14.00
Pure rfd. gran. nitrate of soda	4.00
Pure rfd. powdered nitrate of soda	unquoted
Salt, min. car of 80,000 lbs.	
only, f.o.b. Chgo., per ton:	
Granulated, kiln dried	9.70
Medium, kiln dried	12.70
Rock, bulk, 40 ton cars	8.80
Sugar—	
Raw, 96 basis, f.o.b.	
New Orleans	4.60
Standard gran., f.o.b. refiners (2%)	5.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	5.15
Dextrose, in car lots, per cwt., (cotton)	4.80
in paper bags	4.75

SPICES

(Basis Chgo., orig. bbls., bags, bales.)	Whole	Ground
Allspice, prime	28	31
Refined	29	32
Chili powder	51	52
Gloves, Zanzibar	23	26
Ginger, Jam., unbl.	26	29
Cochin	23	27
Mace, fcy. Banda	1.05	1.19
East Indies	95	1.10
E. & W. I. Blend	90	92
Mustard flour, fcy.	34	35
No. 1	22	25
West India Nutmeg	52	55
Paprika, Spanish	55	57
Pepper, Coriander	37	38
Long No. 1	46	48
Black Malabar	nom.	nom.
Black Lampung	nom.	nom.
Pepper, Packers	nom.	nom.

SAUSAGE CASINGS

(F. O. B. Chicago)
(Prices quoted to manufacturers
of sausage.)

Beef casings:	
Domestic rounds, 1 1/2 in. to	
1 1/2 in., 150 pack.....	20 @25
Domestic rounds, over	
1 1/2 in., 140 pack.....	35 @28
Export rounds, wide,	
over 1 1/2 in.	45 @49
Export rounds, medium,	
1 1/2 to 1 1/4 in.	33
Export rounds, narrow,	
1 1/4 in. under.....	34 @35
No. 1 weasands, 22 in. up	5 @6
No. 1 weasands, 21 in. up	7
No. 2 weasands.....	4
No. 2 bungs.....	18 @20
No. 2 bungs.....	10 @12
Middle weasands, 1 1/4 in.	
2 in.	65 @70
Middles, select, wide,	
2 1/2 in.	65 @85
Middles, select, extra,	
2 1/4 @2 1/2 in.	1.00 @1.10
Middles, select, extra,	
2 1/2 in. up.....	1.25 @1.40
Dried or salted bladders,	
per dozen:	
12-15-in. wide, flat.....	1.05 @1.10
10-12-in. wide, flat.....	.50 @ .50
8-10-in. wide, flat.....	.30 @ .35
6-8-in. wide, flat.....	.25 @ .30

Pork casings:

Extra narrow, 29 mm. &	
dn.	2.40 @2.50
Narrow mediums, 29 @32	
mm.	2.40 @ 2.50
Medium, 32 @35 mm.....	2.10
Medium, 35 @38 mm.....	1.80 @1.90
Wide, 38 @43 mm.....	1.80 @ 1.90
Extra wide, 43 mm.....	1.50 @1.60
Export bungs.....	25 @25
Large prime bungs.....	18 @20
Medium prime bungs.....	12 @14
Small prime bungs.....	8 @10
Middles, per set.....	21 @24

SEEDS AND HERBS

	Ground	Whole for Saus.
Caraway seed	65	70
Cominos seed	46	51
Mustard sd., fcy. yell.	28	..
American	28	..
Marjoram, Chilean	19	23
Oregano	13	16

OLEOMARGARINE

White domestic, vegetable	19
White animal fat	19
Water churned pastry	18 1/2
Milk churned pastry	18 1/2
Vegetable type	Unquoted

VEGETABLE OILS

White, deodorized, summer oil, in tank cars, del'd Chicago	14.63
Yellow, deodorized, salad or win- terized oil, in tank cars, del'd	
Chicago	15.03
Raw soap stocks:	
Cocas per lb. del'd in tank cars.	
Cottonseed foots, basis 50% T.F.A.	
Midwest and West Coast	3 1/2
Corn foots, basis 50% T.F.A.	3 1/2
Midwest:	
East	3 1/2
Soybean foots, basis 50% T.F.A.	
Midwest and West Coast	3 1/2
East	3 1/2
Soybean oils in tanks, f.o.b.	
mills, Midwest	11%
Corn oil, in tanks, f.o.b. mills	12%

Manufacturer to jobber prices, f.o.b.

A FRANK

THAT BECOMES
THE FRANK

Unbanded frankfurters enjoy no distinction, no advantages, no dealer preference nor consumer identification. An unbanded frankfurter is just a 'FRANK'.

Today, sensible merchandising is based on product identification. Frankfurter banding is the proven, simplified method of achieving this competitive advantage.

CONSOLIDATED has the experience, facilities and craftsmanship needed for production of superior, yet inexpensive frankfurter bands. We invite your inquiry.

INDIVIDUALLY
BANDED

Designers and producers of effective lithographed window, counter and floor displays, posters and high grade labels.

CONSOLIDATED

LITHOGRAPHING
CORPORATION

1013 GRAND STREET, BROOKLYN 6, NEW YORK

MARKET PRICES New York

DRESSED BEEF CARCASSES

City Dressed

Steer, heifer, choice.....	2230
Steer, heifer, good.....	2130
Steer, heifer, commercial.....	1990
Steer, heifer, utility.....	1730
Cow, commercial.....	1990

The above quotations do not include charges for koshering but do include \$60 per cwt. for delivery.

KOSHER BEEF CUTS

Steer, hfr., trl., choice.....	2170
Steer, hfr., trl., good.....	2095
Steer, hfr., trl., commercial.....	1970
Steer, hfr., trl., utility.....	1770
Steer, hfr., reg., choice.....	2445
Steer, hfr., reg., chk., good.....	2296
Steer, hfr., reg., chk., commercial.....	2170
Steer, hfr., reg., chk., utility.....	1895

Above quot. include permitted add. for Zone 9, plus \$1.50 per cwt. for koshering plus 50¢ per cwt. for loc. del.

Steer, hfr., rib, choice.....	2580
Steer, hfr., rib, good.....	2455
Steer, hfr., rib, commercial.....	2280
Steer, hfr., rib, utility.....	2030
Steer, hfr., loin, choice.....	3130
Steer, hfr., loin, good.....	2965
Steer, hfr., loin, commercial.....	2480
Steer, hfr., loin, utility.....	2155

Above prices are for Zone 9, pins 50¢ per cwt. for del. Additions for kosher cuts, where permitted, are not included in prices.

FRESH PORK CUTS

Pork loins, fresh, 12 lbs. dm.....	25%
Shoulders, regular.....	22%
Butts, regular 3/8 lbs.....	26%
Hams, regular, under 14 lbs.....	24%
Hams, skinned, fresh, under 14 lbs.....	26%
Picnics, fresh, bone in.....	22%
Pork trimmings, ex. lean.....	32%
Pork trimmings, regular.....	19½%
Spareribs, medium.....	15½%
City	
Pork loins, fr., 10/12 lbs.....	27½%
Shoulders, regular.....	22½%
Butts, boneless, C. T.....	32
Hams, regular, under 14 lbs.....	24
Hams, sknd., under 14 lbs.....	26
Picnics, bone in.....	23½%
Pork trim, ex. lean.....	32
Pork trim, regular.....	19½%
Spareribs, medium.....	16½%
Boston butts, 3/8 lbs.....	28

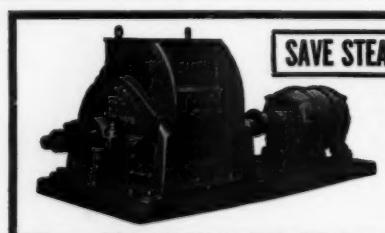
COOKED HAMS

Cooked hams, skin on, fatted, 8/down.....	46%
Cooked hams, skinless, fatted, 8/down.....	49%

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended April 13, 1946, were reported as follows:

	Week Apr. 13	Previous week	Year ago
Cured meats, pounds.....	17,292,000	19,617,000	18,888,000
Fresh meats, pounds.....	26,013,000	26,839,000	39,410,000
Lard, pounds.....	4,484,000	5,910,000	5,954,000



SAVE STEAM, POWER, LABOR

M&M HOG

REDUCES COOKING
TIME . . . LOWERS
RENDERING COSTS

Fats, bones, carcasses and viscera are reduced to small, uniform pieces that readily yield their fat and moisture content. Greatly reduced cooking time saves steam, power and labor . . . increases the capacity of the melters. If you are interested in lowering the cost of your finished product, investigate the new M & M HOG. There's size and type to meet your need. Write today!

MITTS & MERRILL

Builders of Machinery Since 1854
1001-51 S. WATER ST., SAGINAW, MICH.

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

CARLOT TRADING LOOSE BASIS
F.O.B. CHICAGO OR CHICAGO
BASIS

THURSDAY, APR. 18, 1946

REGULAR HAMS

	Fresh or Frozen	S.P.
8-10	22½%	22½%
10-12	22½%	22½%
12-14	22½%	22½%
14-16	21½%	22

18-20 15½%

20-25 15½%

25-30 15½%

30-35 15½%

35-40 15½%

40-50 15½%

BELLIES

(Square Cut Section)

Fresh or Frozen

Under 8	18½%
8-12	18½%
12-16	18½%
16-20	18½%

20-22 15½%

D. S. BELLIES

Clear

18-20	15½%
20-25	15½%
25-30	15½%
30-35	15½%

GREEN AMERICAN BELLIES

FAT BACKS

Green or Froze

6-8	11½%
8-10	11½%
10-12	11½%
12-14	11½%
14-16	11½%

16-18 12½%

18-20 12½%

20-25 12½%

OTHER D. S. MEATS

Fresh or Froze

Regular plates	11½%
Clear plates	10½%
Jowl butts	10½%
Square jowls	11½%

FUTURE PRICES

MONDAY, APRIL 15, THROUGH
THURSDAY, APRIL 18, 1946

LARD	Open	High	Low	Close
May				14.05b
July				14.05b
Sept.			No bids or offerings	
Oct.			No bids or offerings	

WEEK'S LARD PRICES

P.S. Lard	P.S. Leaf	Raw Leaf
Tierces	Loose	
Apr. 15.....14.05b	13.05b	12.75b
Apr. 16.....14.05b	13.05b	12.75b
Apr. 17.....14.05b	13.05b	12.75b
Apr. 18.....14.05b	13.05b	12.75b

April shipment 7½ am.

Fish scrap (undulated) 7½ am.

Fish factories 14.05b

Soda nitrate, per ton net, b. p. l. ex-vessel Atlantic and Gulf ports

in 200-lb. bags 12½

in 100-lb. bags 12½

Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk

Feeding tankage, unground, 12½ ammonia, 15% B. P. L. bulk

Baltimore, 19% per unit 12½

Dry Rendered Tankage 45/50% protein, unground 12½

POULTRY STOCKS

Stocks of frozen poultry April 1, 1946, with comparisons:

Apr. 1, 1946	Apr. 1, 1945	Apr. 1, 1944
M. lbs.	M. lbs.	M. lbs.
Broilers	9,682	2,000
Fryers	20,224	8,900
Roasters	48,162	17,900
Fowls	62,887	33,150
Turkeys	120,873	46,480
Ducks	1,765	500
Miscellaneous	18,119	7,121
Unclassified	34,454	25,555
Total poultry	316,166	141,708

**KETS
hot Poultry
Sodium
rozen
LIES
AN BELLIS
OCKS
rozen
MEATS
rozen
R PRICES
RK DELIVERY
ates
e, bulk, per
el Atlantic
per unit....
dried...
% B.P.L.
11½% m
P. L., c.c.
ed...
ed...
L...
t ton, bulk
e and Gall
round, 10%
B. P. L.
ground...
% B. F. L.
ates
3 and 10
b. works...
% and 50%
c.b. works...
k. f.o.b.
er unit....
ed Tankage
round....
1.15**

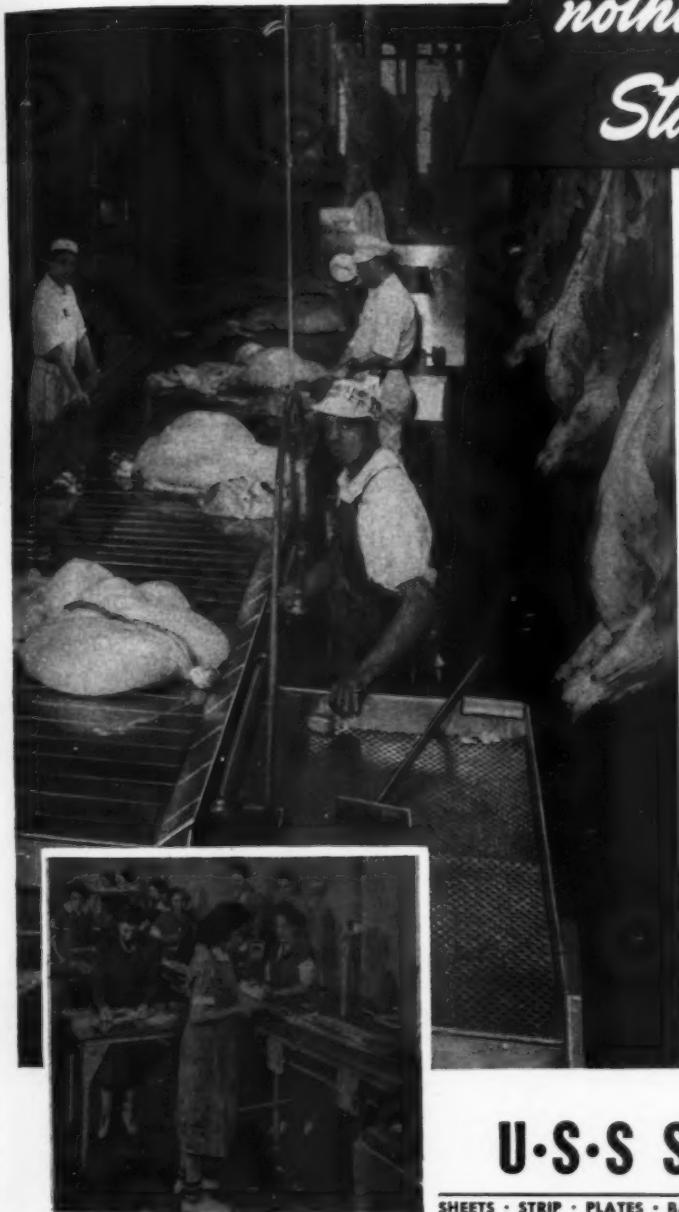
STOCKS
rozen poultry
with compara

Apr. 1
1946
M. I.
2 2,066
4 8,960
7 17,800
10 33,150
13 44,480
15 890
9 7,122
4 25,085
6 141,700
12,200
22,000

April 20, 1946

NON-CONTAMINATING . . . CORROSION-RESISTING . . . EASY TO CLEAN and LONG LASTING . . .

*nothing equals
Stainless Steel!*



STAINLESS STEEL combines unique qualities that make it unsurpassed for maintaining the high standards of cleanliness, sanitation and efficiency that successful food processing calls for.

By insuring complete freedom from spoilage losses due to metallic contamination, change of color or loss of flavor, Stainless Steel not only preserves purity and quality but materially increases production as well.

Stainless steel is immune to rust, tarnish and corrosion. It resists the acid action of meat, fruit and vegetable juices. It is unmatched for strength and toughness. No other material can outperform it in resistance to high temperatures and pressures. None cleans more easily. These factors pay off big in food processing machinery and equipment. They prolong its life indefinitely. Materially reduce upkeep costs. Insure substantial savings in cleaning time and labor.

All these inherent benefits of stainless steel you'll find at their best in U-S-S Stainless. This time-tested product is produced not only in many different analyses but in the most complete range of forms, sizes and finishes anywhere available. You'll find our book, "U-S-S Stainless Steel in the Food Handling and Processing Industries," an authoritative guide to more profitable and efficient operation. Send for it.

U-S-S STAINLESS STEEL

SHEETS • STRIP • PLATES • BARS • BILLETS • PIPE • TUBES • WIRE • SPECIAL SECTIONS

AMERICAN STEEL & WIRE COMPANY, Cleveland, Chicago and New York
CARNEGIE-ILLINOIS STEEL CORPORATION, Pittsburgh and Chicago
COLUMBIA STEEL COMPANY, San Francisco
NATIONAL TUBE COMPANY, Pittsburgh
TENNESSEE COAL, IRON & RAILROAD COMPANY, Birmingham
United States Steel Supply Company, Chicago, Warehouse Distributors
United States Steel Export Company, New York



UNITED STATES STEEL

this plastic dip

CUTS DEHAIRING TIME



Straight from the dehairing machine, this hog has been dipped in a bath of Brisgo. In a few minutes he'll be *thoroughly* dehaired and ready for top grading—*without time-and-labor-consuming shaving.*

Brisgo sets rapidly on the carcass, adhering securely to every hair and bristle. The plastic coat is then quickly and easily peeled off, taking with it even hard-to-get hair on heads, shanks and bellies.

Brisgo is not only low in initial cost, but it can be reclaimed and reused, over and over again. Packers report that it saves its cost many times in faster processing, higher grading, and more Number 1 cuts.

Speed up *your* production line and cut *your* operating costs with Brisgo. Write for details today.

Naval Stores Department
HERCULES POWDER COMPANY
910 Market Street, Wilmington 99, Del.

BRISGO®

REG. U. S. PAT. OFF. BY HERCULES POWDER COMPANY

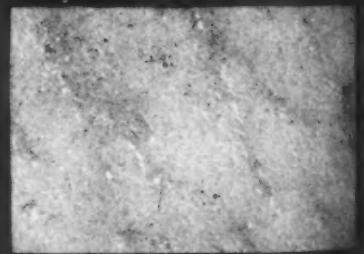
THESE THREE MICROPHOTOGRAPHS SHOW THE RESULTS OF THREE METHODS OF HAIR REMOVAL:



This hog's skin (mag. 27) will be unattractive after the usual deboning.



Old-fashioned shaving improves it, but there's still too much stubble.



Brisgo leaves skin smooth as the back of your hand—no roots, no stubble.

BY-PRODUCTS—FATS—OILS

TALLOWS AND GREASES

TALLOWS AND GREASES.—Drastic action will have to be taken shortly if supplies of tallow and greases are to be held at a level where even urgent demand can be satisfied. At present, the supply situation is becoming very acute, with some users sharply curtailing plant activity. It is reported that a few smaller houses have ceased operations completely and larger plants are working at only a fraction of capacity. The tight supply situation is blamed directly on black market operations. A big share of both cattle and hogs are going to illegal operators who, not having facilities for handling by-products, discard most of them, including fats. Statements have been made that if the majority of the tallow and greases were reclaimed there would be no shortage in the market.

Sales of greases this week included choice white at 8½c; A-white, 8¾c; B-white, 8½c and yellow at 8¾c. Tallow sales included fancy at 8¾c; choice, 8¾c; special, 8½c, and all other grades at permitted maximums. All sales are f.o.b. shipping point.

NEATSFOOT OIL.—Production remains very light and the limited offerings are being absorbed at full ceiling prices.

OLEO OIL.—Practically no offerings are being placed on the market although demand appears very strong. Extra oleo oil is quoted at 13.04c. and prime oleo oil at 12.75c., both in tierces.

STEARINE.—Broad buying orders are in the market, but the bulk are going unfilled with market supplies light. Prime oleo stearine is quoted at 10.61c. and yellow grease stearine at 8.50c.

GREASE OIL.—Market is very firm and offerings light. No. 1 oil is 14c; prime burning, 15½c, and acidless tallow oil, 13½c.

VEGETABLE OILS

The supply situation has been shifting around of late with greater offerings of imported oils available while domestic products are very light in most instances. However, offerings are a little more generous than in the tallow and grease market, although full ceiling prices are quoted at all times with demand greater than available supplies. New deals for imports of oils continue to be discussed, but no confirmation of any sizable trades has been uncovered in recent weeks.

SOYBEAN OIL.—Trading continues very thin in the soybean oil market with offerings limited to only an occasional tank. Sales are at full ceiling prices. Buyers report the bulk of their orders continue to go over unfilled with available supplies far below needs.

PEANUT OIL.—There is little or no trading in peanut oil for crushings, as the season is just about over and many mills are now closing down.

OLIVE OIL.—The spot market for olive oil continues nominal with no fresh offerings. Nothing has developed so far in regard to possible exchange of olive oil with Spain or North Africa for seed oils from here. The U.S. Department of Agriculture announced recently that 2,500 metric tons of soybean oil will be allocated for export to Italy in return for the same amount of olive oil. There is also new talk of a soybean-olive oil trade with Spain, but details are lacking.

COCONUT OIL.—Trading was reported to be rather quiet with this oil and new imports are awaited.

COTTONSEED OIL.—Trading is quiet with the spot market void of oils and the futures market inactive. Field work in the South is moving along well with weather reported to be very favorable for an early planting season.

BY-PRODUCTS MARKETS

Blood	Unit Ammonia
Unground, loose	\$35.53*
Digester Feed Tankage Materials	
Unground, per unit ammonia	\$35.53
Liquid stick, tank cars	2.65
Packinghouse Feeds	
65% digester tankage, bulk	\$76.38
60% digester tankage, bulk	71.04
55% digester tankage, bulk	65.66
50% digester tankage, bulk	58.98
45% digester tankage, bulk	54.88
50% meat, bone meal scraps, bulk	70.00
Blood-meal	89.45*
Special steam bone-meal	50.00@55.00

Bone Meal (Fertilizer Grades)	Per ton
Steam, ground, 2 & 50	\$35.00@36.00
Steam, ground, 2 & 26	35.00@36.00

Fertilizer Materials	Per ton
High grade tankage, ground 10@11% ammonia	\$ 3.85@ 4.00
Bone tankage, unground, per ton	30.00@31.00
Hoof meal	4.25@ 4.50

Dry Rendered Tankage	Per unit
Hard pressed and expeller unground 55% protein or less	\$ 1.25
55 to 75% protein	1.25

Gelatine and Glue Stocks	Per cwt.
Calf trimmings (limed)	\$1.00*
Hide trimmings (green salted)	.90
Sinews and pizzles (green, salted)	.95

Cattle jaws, skulls and knuckles	\$15.00
Pig skin scraps and trim, per lb.	.75@7%

Bones and Hoofs	Per ton
Round shins, heavy	\$70.00@80.00
Light	70.00
Flint shins, heavy	65.00@70.00
Light	65.00@70.00
Blades, buttocks, shoulders & thighs	62.50@65.00
Hoofs, white	nominal
Hoofs, house ran, assorted	40.00@45.00
Junk bones	\$36.00

Animal Hair	
Winter coll dried, per ton	\$ 60.00
Summer coll dried, per ton	35.00@37.00
Winter processed, black, lb.	9
Cattle switches	4 @ 5%
Winter processed, gray, lb.	8

*Denotes ceiling price, f.o.b. shipping point.

†Based on 15 units of ammonia.

‡Delivered Chicago.

Willibald Schaefer Company

★ PROCESSORS OF ANIMAL FATS AND OILS ★

AMERICAN MEAT INSTITUTE ASSOCIATE MEMBER:

NATIONAL INDEPENDENT MEAT PACKERS ASSOCIATION

FOOT OF BREMEN AVENUE
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CHESTNUT 9630
TELETYPE
WESTERN UNION PHONES

HIDES AND SKINS

Hide markets closely sold up—Some permits unfilled at expiration—Details of slaughter quota orders expected late this week—No. 2 shearlings reach ceiling.

Chicago

HIDES.—Domestic hide markets were inactive this week, aside from activities in connection with shipment of hides sold earlier. The buying permits expired on April 13, and next permits are expected to be released April 29. Quite a few permits were not filled at the expiration date, according to traders, due to the limited offerings of hides from the larger killers and the better known small packers, because of their inability to buy cattle at prices in compliance with OPA regulations. Outside buyers had run the live market up too high, having the cattle custom killed, and not being too much concerned with grading regulations.

Despite unanimous opposition from four OPA industry advisory committees, representing cattle, hogs, beef and pork industries, at a meeting with OPA here on Monday of this week, announcement was made officially that day that wartime slaughter controls will be reinstated, in an attempt to channel more

livestock among established operators, and reduce operations of the numerous small killers that have sprung up in recent months. One important feature is that these small killers furnish no meat to government buying agencies for use in relief work abroad, although the set-aside order had been theoretically extended earlier to cover many of them.

Announcement of the details of the new control orders is scheduled for late this week. While no definite information is yet available, it is understood that OPA will issue Control Order No. 2 to cover non-federally inspected plants, and the Dept. of Agriculture will issue War Food Order 75.7 covering inspected packers. It is probable that the effective date will be April 29. It is believed that the base period will be the year 1944, by quarters; allocations of cattle and calves may be made on basis of 100 percent of kill during the base period, with a somewhat smaller percentage for hogs. Stabilizer Bowles has already authorized the RFC to withhold subsidy payments from anyone exceeding his quota, on statements to that effect issued by OPA or the Dept. of Agriculture.

The larger packers had very few hides to sell last month, and prospects are

not good for April kill. The USDA Meat Board estimated total federally inspected cattle kill for week ended April 13 at 163,000 head, 11 percent less than the 184,000 killed previous week, and 32 percent below the 240,000 reported same week a year ago.

The small packer market was well sold up last week at the full ceiling of 15c flat, trimmed, for all-weight native steers and cows, and 14c for brands; bulls moved generally at the ceiling of 11½c for natives and 10½c for branded bulls.

The Pacific Coast market cleared at the ceiling of 13½c, flat, for steers and cows, and 10c for bulls, f.o.b. shipping points, with more hides needed.

There was a good demand for 30/50 lb. country hides at the ceiling of 15c flat, trimmed, or 14c untrimmed, with brands at a cent less; country bulls moved in small lots at 10½@11c, basis natives. Renderer hides were discounted fractionally. Heavy country hides have been moving in a good way for export to Europe at the full ceiling.

FOREIGN WET SALTED HIDES.—No trading has been reported so far this week from the South American market. There was considerable buying previous week by local tanners and Mexican buyers at prices sharply over those agreed upon by the United Nations group, which tends to curtail offerings to that group. There have been reports recently that Russia is also interested in the South American market.

CALF AND KIPSKINS.—The urgent demand for all calf and kipskins left all markets, packer, city and country, closely sold up on the last trading, at full ceiling prices as previously quoted, with prospects of a continued tight market situation for some time.

SHEEPSKINS.—Sales of ten cars of packer shearlings were reported this week, with the No. 2's moving up to the full ceiling price with other grades; No. 1's sold at \$2.15, No. 2's \$1.90, No. 3's \$1.00. Clips are not plentiful now but a few moved in a range of \$3.15@3.50, depending upon section, wool selection etc. Pickled skins continue scarce, despite the fact that they are now allocated; market quoted \$7.75@8.00 per doz. packer production, with individual ceilings by grades governing sales.



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the USDA
federally
week ended
percent less
previous week,
40,000 re-

Packer wool pelts are quoted \$3.87 1/2 @
3.90 per cwt. liveweight basis for April
pelts; production declining and firmer
market talked generally, some quoting
up to \$4.00 per cwt.

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CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended Apr. 18, '46	Prev. week	Cor. week 1945
Hvy. nat. stra.	@15 1/2	@15 1/2	@15 1/2
Hvy. Tex. stra.	@14 1/2	@14 1/2	@14 1/2
Hvy. bellies	@15 1/2	@15 1/2	@15 1/2
Bred' d stra.	@14 1/2	@14 1/2	@14 1/2
Hvy. Col. stra.	@14	@14	@14
Ex-Unit Tex. stra.	@15	@15	@15
Bred' d cows	@14 1/2	@14 1/2	@14 1/2
Hvy. nat. cows	@15 1/2	@15 1/2	@15 1/2
Lt. nat. cows	@15 1/2	@15 1/2	@15 1/2
Nat. bulls	@12	@12	@12
Bred' d bulls	@11	@11	@11
Calfskins	23 1/2 @27	23 1/2 @27	23 1/2 @27
Kips, nat.	@20	@20	@20
Kips, brd' d	@17 1/2	@17 1/2	@17 1/2
Shanks, reg.	@1.10	@1.10	@1.10
Shanks, hris.	@55	@55	@55

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	@15	@15	@15
Bred' d all-wts.	@14	@14	@14
Bred' d all-wts.	@11 1/2	@11 1/2	@11 1/2
Bred' d bulls	@10 1/2	@10 1/2	@10 1/2
Calfskins	20 1/2 @23	20 1/2 @23	20 1/2 @23
Kips, nat.	@18	@18	@18
Shanks, reg.	@1.10	@1.10	@1.10
Shanks, hris.	@55	@55	@55

All packer hides and all calf and kipskins quoted
on trimmed, selected basis; small packer hides
quoted flat, trimmed; all slunks quoted flat.

COUNTRY HIDES

Hvy. stra.	@15	@15	@15
Hvy. cows	@15	@15	@15
Bulls	@15	@15	@15
Extremes	@15	@15	@15
Bulls	10 1/2 @11	10 1/2 @11	10 1/2 @11
Calfskins	10 @18	16 @18	16 @18
Kipskins	@16	@16	@16
Horeskins	6.50 @8.00	6.50 @8.00	6.50 @8.00

All country hides and skins quoted on flat basis.

SHEEPSKINS

Pkr. shearlgs.	@2.15	@2.15	1.85 @2.15
Dry pelts	24 1/2 @25 1/2	24 1/2 @25 1/2	24 @25

MARCH BUFFALO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
Receipts	54,462	10,420	7,110	72,321
Shipments	42,620	3,769	3,295	59,514
Total slaughter	11,520	6,636	3,789	12,788

WEEK'S CLOSING MARKETS

SLAUGHTER BY STATIONS

Livestock slaughter under federal inspection, during March, 1946, by stations compared with a month ago and with the five year average:

NORTH ATLANTIC

New York, Newark and Jersey	Cattle	Calves	Hogs	Sheep and Lambs
City	45,582	33,272	168,077	251,214
Baltimore & Phila.	19,070	3,603	84,910	11,343

NORTH CENTRAL

Cinti., Cleve., & Indpls.	45,067	12,807	172,687	24,551
Chicago,	76,538	26,968	285,060	162,941

EASTERN

St. Paul-Wis. group ¹	79,592	140,755	314,085	75,784
St. Louis area ²	20,446	17,460	226,420	47,231

WESTERN

Sioux City	41,515	842	125,396	63,134
Omaha	75,863	2,962	160,825	142,033

Rocky Mountain

Kansas City	38,723	12,231	108,939	94,915
Minn. ³	40,975	18,615	587,877	186,502

Southeast

St. Louis	28,502	9,708	177,855	240,653
PACIFIC	29,633	796	52,982	64,195

Pacific

Grand total— Mar.	903,712	484,259	3,635,521	1,978,282
Grand total— Feb.	1,014,598	426,756	4,698,483	2,196,064

Av. Mar. 5-yr. (1941-45)	977,391	496,846	4,667,771	1,566,640
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Other animals slaughtered during March 1946:
Horses, 8,397; Goats, 844. March 1945: Horses,
5,349; Goats, 1,255. Percentages based on corresponding period of 1945, February 1946, and 5-yr. average.

THURSDAY'S CLOSING

Provisions

Hog receipts and slaughter have shown some increase this week, but the volume is still too light to encourage larger pork offerings. Most items are placed on sale in small lots and readily salable at full ceiling prices.

Cottonseed Oil

May 14.31b; July 14.31b; Sept., Oct. and Dec. 14.31b.

CHICAGO PROVISION STOCKS

Lard stocks during the first two weeks of April declined from the close of the previous month, with holdings totaling 10,768,368 lbs., compared with 12,474,915 lbs. on the final day of March. On the other hand, stocks of bellies gained slightly. Mid-month holdings totaled 1,544,041 lbs. against 1,349,615 lbs. two weeks earlier and 5,732,994 lbs. a year ago.

Apr. 14,
'46, lbs. Mar. 31,
'46, lbs. Apr. 14,
P. S. lard (a) ... 6,732,208 8,946,653 '45, lbs.
P. S. lard (b) ... 510,470

Other lard ... 4,036,160 3,528,262 3,742,091

Total lard ... 10,768,368 12,474,915 4,340,257

D. S. cl. bellies (contract) ... 16,000 ... 20,700

D. S. cl. bellies (other) ... 1,528,041 1,349,615 5,712,294

Total D. S. cl. bellies ... 1,544,041 1,349,615 5,732,994

D. S. rib bellies ... 1,200,000 ... 1,200,000

(a) Made since Oct. 1, 1945. (b) Made previous to Oct. 1, 1945.

Lack of water can be more harmful for livestock than a shortage of feed.

Nick Beucher, Jr.

E. W. O'Reilly

John Lindquist

Thos. C. Behrendsen

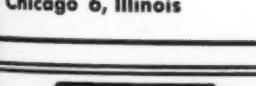
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Meat Food Products

U. S. INSPECTED

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Produced by

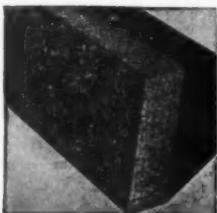
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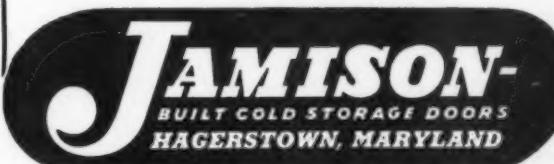


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COMPENSATOR



This operator is the ultimate in flexibility—positively coordinated operation of entrance door and track port with no strain on the operating mechanism.

Ask for Bulletin 250



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CHICAGO

WICHITA

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equipment*

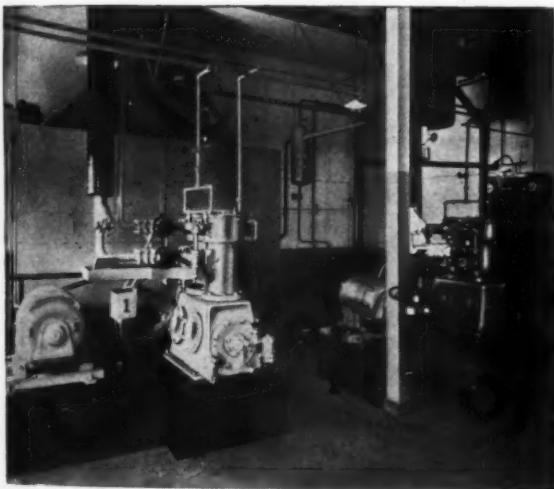
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All the above brand names have Kold-Hold refrigerated trucks. In the competitive days ahead delivering better, fresher meat to your customers will be a big point in your favor. Keep pace with the field by equipping your trucks with Kold-Hold refrigeration plates. You'll find, just as others, that your truck equipped with Hold-Over plates has these advantages:

KEEPS MEAT FRESHER — Kold-Hold plates hold even, specified temperatures throughout the long day runs, give your meat added customer appeal by keeping it fresher and untainted. In providing a cooler room on wheels, Hold-Over plates eliminate loss from slime, loss of bloom and trimming.

GREATER PAYLOAD — Kold-Hold plates are small, compact units leaving room for a much larger payload than do bulky coils or ice. The constantly even temperature in the truck insures the entire load of reaching its destination in top condition.

SAVE MAN HOURS — Undelivered meat need not be removed at night. A simple extension from your existing cooling system to the Hold-Over plates in the truck gives you a cooler room on wheels. This keeps your meat in prime condition overnight and eliminates many man hours that would be required to remove the meat, store it, and later to reload the truck.

LOW COST OPERATION — Operation cost of Kold-Hold truck refrigeration is considerably less than the cost of ice, and is the efficient worry-free refrigeration system.

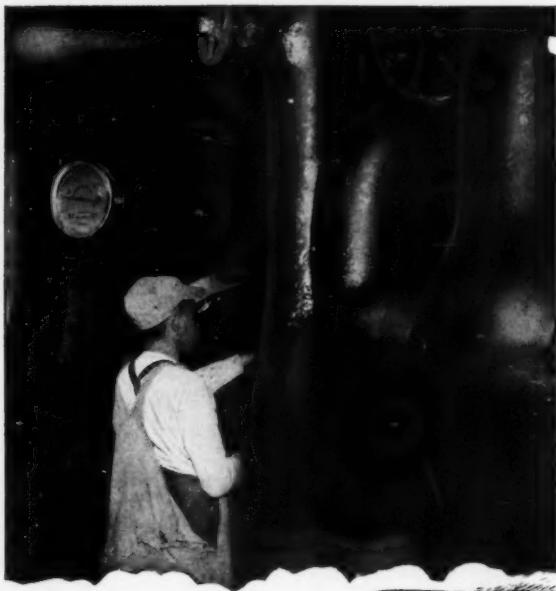
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Jobs, too**

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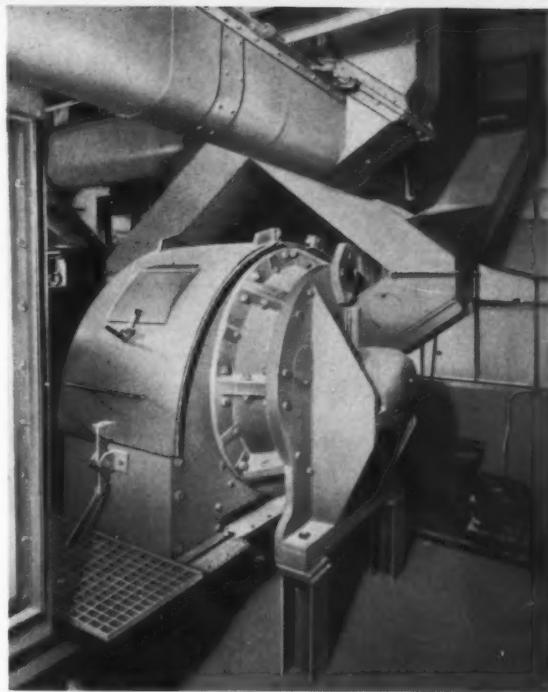
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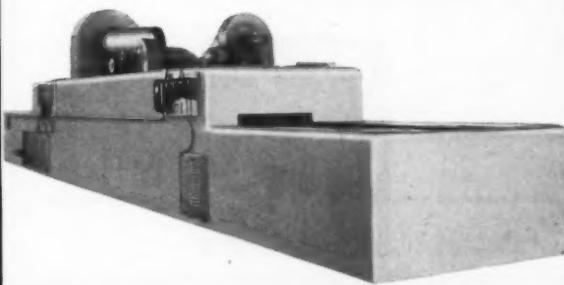
25 to 45 Lombardy Street
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"PORK IS OUR SPECIALTY"

HAMS • BACON
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**\$18,000
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CLEANING and DRYING MACHINE



- SMOKED MEAT RACKS
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In one noted firm, a Howard Survey showed that costs could be cut \$18,000 in one year . . . two workers handling work formerly requiring seven. Howard Engineers will be pleased to survey the cleaning and drying operations in your plant . . . show you how to do better, faster work at less cost. This survey will show you what your costs are today, how much you can save with Howard Equipment. No obligation—just write for detailed information and literature.



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Sturdy • Large Capacity • Easy Running

Ideal for handling heavy loads. Body is No. 12-gauge Steel, reinforced at corners with double pressed rim. The body is of all-welded construction, hot dip galvanized after fabrication.

Write for Circular A-20, Giving Specifications and Prices
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55

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Position Wanted

REDUCE LABOR COSTS!

Fully experienced industrial engineer—reduce labor costs through production standards—modern methods—improved layout—standard costs—production and yield controls—piece work—bonus incentive plan. W-99, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

OFFICE MANAGER-CONTROLLER: 17 years' packing house experience. Age: 35. Experienced and all phases of accounting, supervision of personnel, employed by large meat packer in controller's division at \$4,300.00 per year. Desire position with small progressive packer on West coast or southwest. Will consider other locations. W-103, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED: Twenty three years' experience as buyer and seller of all rail stock. Also cutting, boning and fabricating. Good references. Available for any territory. Married. Write Box W-80, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALES MANAGER: Young, proven ability, experienced. Excellent merchandiser, capable public speaker, college education. W-102, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Help Wanted

FOOD RESEARCH EXECUTIVE FOR PRODUCT DEVELOPMENT

Must have Ph.D. in food chemistry or bacteriology. Experience must include knowledge of commercial food preparation. Should be capable of assuming full responsibility for the development of new postwar products and other food research for a large midwestern food processor and packer. Fine future opportunities.

Age to 45. Salary open to \$10,000. Charge for our services is paid by the employer. Confidential treatment. Please send resume and photo to

PERSONNEL CONSULTANTS
(Matching Men and Jobs)
8 S. Michigan Ave., Chicago 3, Illinois
Phone ANDOVER 3129

Eastern Packing Plant Wants

A foreman, capable of taking charge of beef dressing department, experienced in killing cattle, calves and sheep. Must be familiar with operations under B.A.I. inspection and have ability to successfully handle help. Give details of past experience, age, references, and salary requirements. Permanent position for right man. W-82, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PRODUCTION SUPERINTENDENT: Wanted by large independent sausage manufacturer in midwest. Will have charge of sausage and smoked meat production. Give age and details of past experience and salary expected. Write Box W-385, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: College graduate and cost accountant who has knowledge of packing house costs. This position offers an opportunity to become assistant to the general manager if you can qualify. Plant located in the Pittsburgh district. Write full details. W-83, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Working sausage foreman. Complete charge sausage and smoked meat production. Must be experienced. Good salary. Iowa. W-90, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Distributor of dog food for Illinois and adjoining territory. Replies confidential. W-95, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Help Wanted

WANTED: Eastern coast—an experienced working sausage foreman. One who can handle help and take responsibility for getting things done right. A real opportunity with good future for a capable man. Give details, past experience, age, salary desired. Replies confidential. W-101, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Fully experienced man to become assistant export manager. Must be extremely aggressive and good correspondent. Write full details. W-92, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Miscellaneous

We are in the market to buy
CANNED MEATS
including:

Vienna sausage Bacon
and other quality canned meat products.

RENDERED BEEF FAT
any quantity, in 50 lb. containers or
tierces.

MARTIN PACKING COMPANY
127 Belmont Ave., Newark 3, N. J.

Dressed Hogs, Calves and Beef

will be supplied by
CORN BELT SLAUGHTERER
to small and medium jobbers and
sausage manufacturers on contract basis.

Address

W-100, THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago 5, Ill.

Long established food products concern desires taking on additional lines, through part interest or purchase, with present management remaining. Principals only. Reply, stating details. W-61, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

Equipment Wanted and for Sale

MEAT PACKERS—ATTENTION

FOR SALE: 1-Anderson #1 expeller, 15 H.P. A.C. motor; 1-Meekin crackling expeller; 2-4x8 and 4x9 lard rolls; 1-Brechit 1000 lb. meat mixer; 1-4x12 mechanical cooker; 1-#41 meat grinder; 1-#27 Buffalo silent cutter; 1-Cressey #55 and 1-Victor #2 ice breaker. Send us your inquiries. **WHAT HAVE YOU FOR SALE?** Consolidated Products Co., Inc., 14-19 Park Row, New York City 7, N. Y.

IMMEDIATELY REQUIRED

in perfect running order:

- 1-1000 lb. vacuum mixer
- 2-300 lb. stuffers
- 1-25 H.P. grinder

W-98, THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Three (3) 1100 ton French presses complete with steam pumps, recording gauges, air control, valves. Used less than one year. Now available. W-18, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

Plants Wanted and for Sale

WANTED: Small to medium provision manufacturing facilities in New York City. Interested to purchase with or without present management remaining or take part interest. B.A.I. inspection preferred. W-57, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

FOR SALE: Practically new packing plant in Rock Mountain area. W.F.I. Capacity 500 hogs and 300 cattle weekly. Price \$125,000.00. F-8-04, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Undisplayed; set solid. Minimum 20 words \$2.00, additional words 15¢ each. "Position wanted," special price: minimum 20 words \$2.00, additional words 10¢ each. Count address or box number as four words. Headline 75¢ extra. Listing advertisements 75¢ per line. Displayed \$7.50 per inch. 10% discount for 3 or more insertions.

Equipment for Sale

WATCH THIS COLUMN FOR WEEKLY SPECIALS

Barlant and Co. include below some of their current machinery and equipment offerings, available for prompt shipment unless otherwise stated, at prices quoted FOB shipping points, subject to prior sale:

1-AMMONIA COMPRESSOR, 6½x6½ York Y-15 #20396, recently rebuilt, ex-cellent condition; belt driven; no motor. \$ 550.00
2-AMMONIA CONDENSERS, Horizontal, shell & tube, 15' long, 18" wide; about 46 tubes 1½" diam. Each 300.00
2-BRINE COOLER, 48"x12" long, 5" wide, 22" thick, 1½" dia. Each 575.00
2-COOKERS, dry rendering, 52x, all-welded, 600 cu. ft. with 10 HP gearhead motors; 90-day delivery. Each 2750.00
1-EXPELLER, Anderson #2 recently rebuilt, no motor. Last used by render. Has long tempering unit. 1250.00
1-CRACKLING PAN, with coils in bottom; 32x35x96 115.00
1-HYDRAULIC STATION PUMP, 8"x11x12"; Union Pump Co. For 300-500 tons pressure 300.00
2-RENDERING TANKS, 5x8, with 12" gate valves; 1 with manhole cover, 1 without. Both for 465.00
1-HYDRAULIC CRACKLING PRESS, 10-ton; made by Hydraulic Press Mfg. Co., carb 22" dia. x 12" with hydraulic pump 600.00
1-KETTLES, Steam Jacketed, with Agitator; no motor; 600-gal. cap., fully jacketed; 65# pressure. 625.00
3-KETTLES, Steam Jacketed, 20 gal. stainless steel, NEW. Each 145.00
3-KETTLES, Steam Jacketed, 100-gal. cast iron; 75# pressure. Each 125.00
1-LARD AGITATOR, 1200-lb. cap., water-jacketed, belt driven. 100.00
1-SILENT CUTTER, #90 Boss, self-emptying, 600# cap., 40 H.P. motor. 1700.00
1-CLERM CUTTER, 48" x 7" Knives, 25 HP motor, pushbutton starters. 425.00
1-XUT-MIXER, Hotmann #2, direct drive, no motor. 250.00
1-GRINDER, CRACKLING, W.W. silent chain drive, 20 HP motor & starter. 400.00
1-MIXER, VACUUM, Buffalo 1500# cap., rebuilt; almost new; 15 HP motor. 750.00
1-BACON DERINDER, Anco, motor driven. 600.00
1-BACON SLICER, U.S. Model D, without stacker or conveyor. 200.00
200-CURING VATS; 175-gal. cap., without covers (80 vats to carload). 3.50
1-MEASURING DEVICE for Sausage Starter; capacity up to 32# 250.00
1-BOX NAILER, Morgan 8-track. 350.00
900-HOG TROLLEYS, 4½" wheel reinforced.55
28-SMOKEHOUSE CAGES, double trolley, 4-station; extra sta. added; 40" high, 43" deep, 44" wide; for 42½" sticks. Ea. 18.50
1-CAK HEAD FLUSHING CABINET, Stainless steel, 24x24, hgt. 5'6": NEW. 229.00
1-BARREL CONVEYOR, 2-stories high, with gear and chain. 250.00
1-OVERHEAD DOOR, Ro-Way, for frame 5' high by 18' long; NEW. 125.00
1-BAKE OVEN, Bruce-McDonald, 64-load cap., practically new; with motor. 775.00
1-BAND SAW, 30" Joslin Superior heavy-duty, no motor or cabin. 300.00
1-HOIST, 1-Ton Detroit; 1½ HP high-torque motor; lowhead type with trolley for 9'6"x5¾" I-Beam track. 300.00
1-AIR COMPRESSOR, Curtis, 3¾x3½ water-cooled duplex, complete unit with 5 HP motor mounted on tank. 175.00
1-HOG DEPILETOR, Anco, with motor and tank; capacity 75 hogs per hour. 1250.00

Please contact us immediately by telephone, wire or mail if you are interested in any of the above, or in any other equipment. We also solicit your own offerings of surplus and idle equipment, as we have buyers in the market for most types of packing house equipment.

BARLIANT AND COMPANY

Brokers-Sales Agents
1740 Greenleaf-Sheldrake 3313
Chicago 26, Illinois

Specialists in Used, Rebuilt and New Packing House Machinery, Equipment and Supplies.

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in this issue of THE NATIONAL PROVISIONER



The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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